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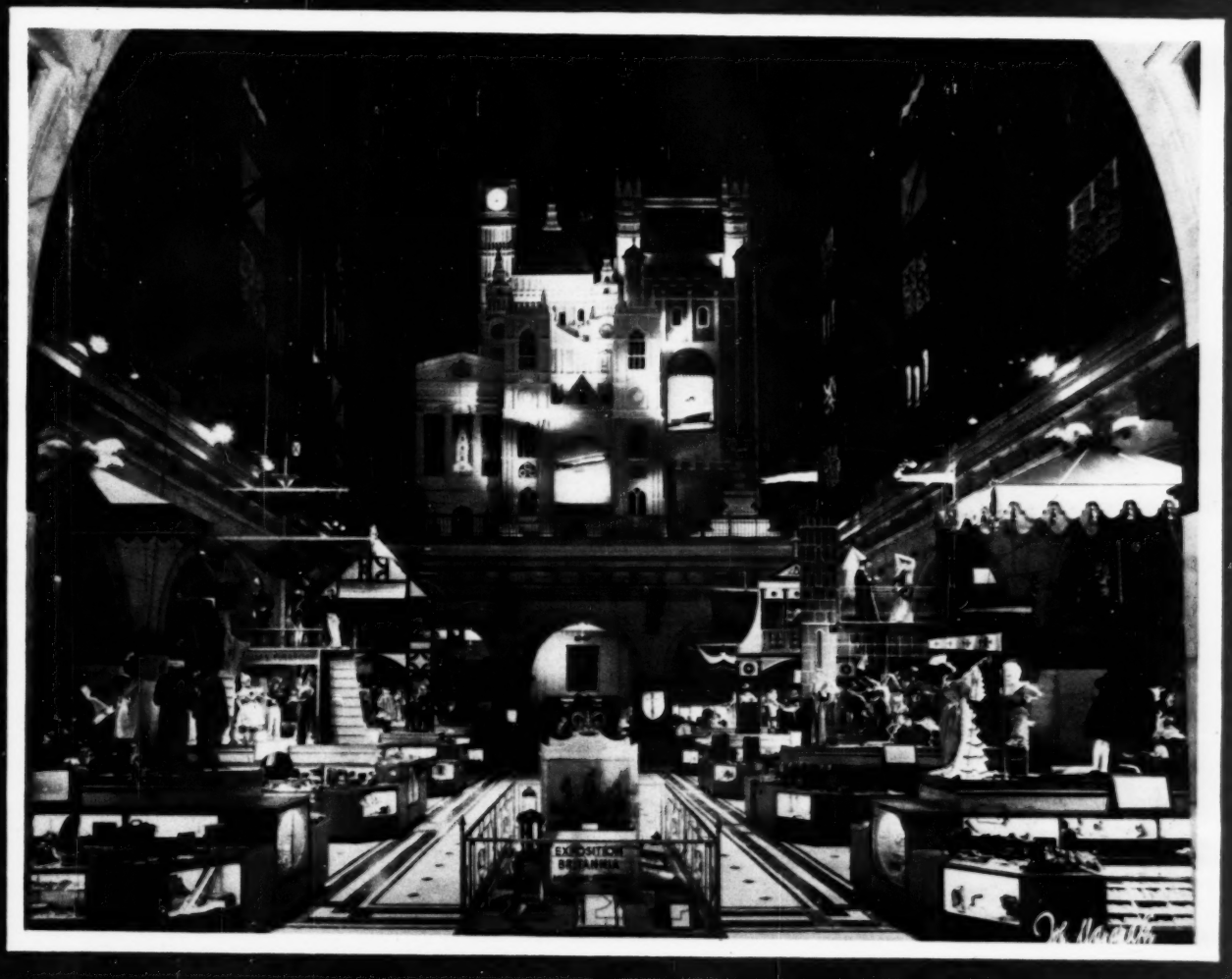

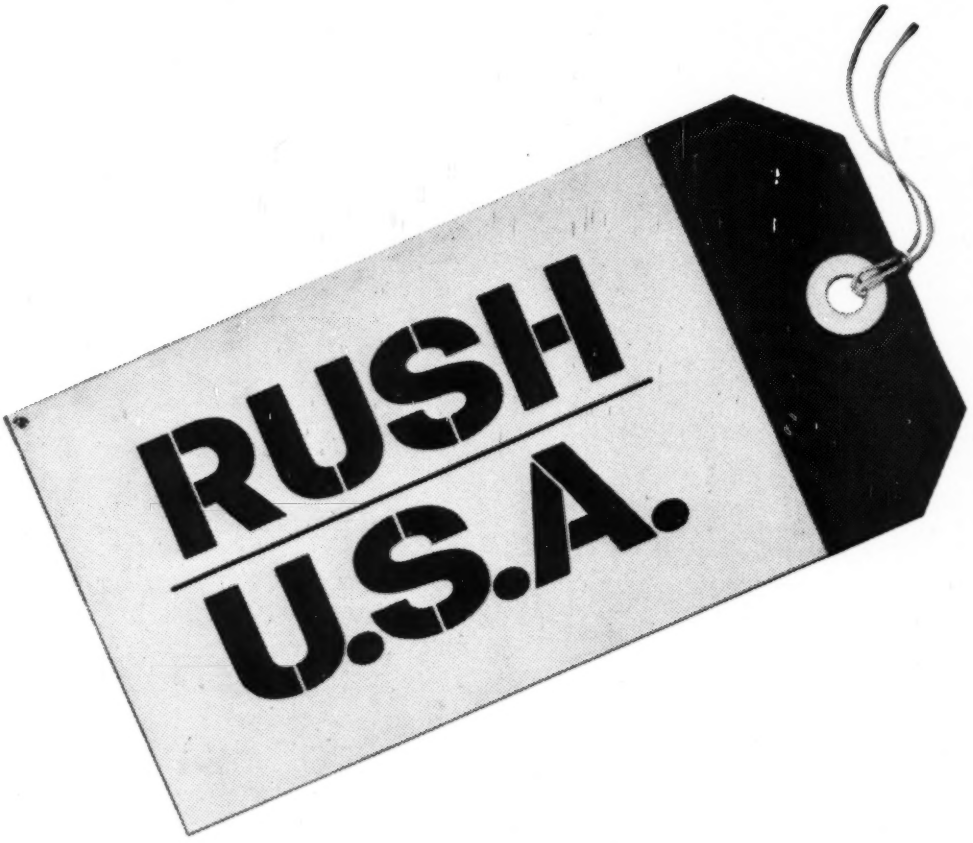

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Front cover photograph

A view of the grand court of the John Wanamaker department store during the recent Exposition Britannia held in Philadelphia. In the background is the 60 feet high animated 'Sights and Sounds of London' display specially prepared for the Board of Trade by the Central Office of Information. Eight tableaux depicting scenes from British history were ranged on either side of the court, and the special exhibit featuring items of British interest from displays in Philadelphia museums can be seen in the foreground. (A report on the store promotion appears on page 1216 of this week's issue).

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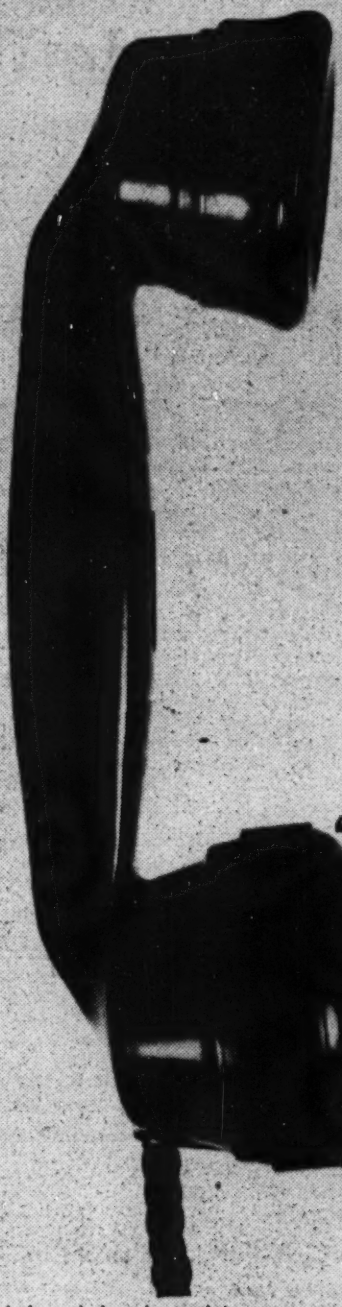

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Is it profitable to be in central London?

CONTRIBUTED BY THE LOCATION OF OFFICES BUREAU

Photographed against the skyline of the City Mr. E. J. Sturgess surveys the evergrowing congestion in central London which became his problem when he was appointed chairman of the Location of Offices Bureau. The Bureau's aim is to encourage concerns to move out to the suburbs or further afield. Relying on economic arguments, rents in London are two or three times higher than outside, the Bureau has awakened keen interest among businessmen after only a few week's operation.

IS IT PROFITABLE to be in central London? This is a question which is being increasingly asked in the Board Rooms of Central London. Ever since, in fact, the Location of Offices Bureau put it on the agenda – and provided a resounding 'NO' for answer.

Dubbed 'LOB' from birth on September 30, the Bureau is the commission foreshadowed in February's White Paper 'London: Employment: Housing: Land:' and appointed by the Minister of Housing. Its task is at least simple to state; to cut down congestion in central London by encouraging firms to move elsewhere.

LOB's method is informal persuasion, its medium a team of businessmen with a staff consisting mainly of seconded civil servants. The Bureau members are: Mr. E. J. Sturgess, chairman (formerly chief engineer of Shell), Sir Charles Trustam (formerly chief general manager of Royal Insurance Co. Ltd.), and Mr. I. J. O'Hea (chairman and managing director of the Colt Group of Companies).

The spectre behind LOB's brief is this: office jobs are proliferating in central London to the tune of 16,000 per annum; congestion in places of work, catering and particularly transport is such that it could be unsupportable in a few years time.

Business costs

LOB concentrates on the stark business aspect of a central London location. It points out, often to the surprise of inquirers, that frequently *it is just not profitable to be there*. LOB's brochure states that the difference between average rents for new buildings in central London and those obtaining in the outskirts or the provinces is at least 30s. a square foot or £180 a year per employee. This, with the wage differential and higher rates (about 7s. 6d. per sq. ft.), makes the higher cost per employee in a central London location now about £275 a year for rents, rates and salaries; or an addition to the firm's costs of between £25.000 and £30.000 a year per 100 employees. For a larger firm employing 1,000 people the total difference is more than a quarter of a million pounds annually.

It does not follow, of course, that a move to the suburbs of London or further afield can be followed by an immediate reduction in the wages bill – the process would necessarily be spread over a number of years. There is also the cost of the actual move to be counted. But since the central London picture is getting blacker and blacker, the postponement of the operation by those whose business does not tie them inexorably to the spot can only diminish returns still further.

Another, more nebulous, but hardly less important aspect is efficiency of staff. The improvement in the personal efficiency of employees living near their work and outside central London has been found to be considerable. Time-keeping is better, senior staff are inclined to finish work in hand rather than leave to catch a certain train; everyone is less tired; lunch is taken in uncrowded circumstances, and the actual conditions of work, with more space and light, are conducive to better morale. Out-of-hours contacts between staff as provided, for instance, by good sports facilities, have greatly strengthened the community spirit. One firm was 50 employees short at the time of the move. Now, a year later, and after no change in total numbers or work load, they find themselves only 12 short of requirements – clear evidence of more work done by the same number.

The Bureau has commissioned a survey from the Economist Intelligence Unit to investigate the factors affecting the location of offices. This involved interviewing over 250 firms and questioning by post a further 1,200. These firms were samples (a) within central London and (b) in an area of up to 30 miles away. This survey is not yet complete but one item already clear is that between a quarter and a half of the firms in central London could decentralize all or some of their activities. Which should give many a Board food for thought.

LOB understands very well, however, that some concerns could never hope to leave the hub; the necessity for short lines of communication and certain day-to-day personal contacts (advertising agents and stock brokers are examples) rule this out. But it urges these firms to investigate the possibility of decentralizing say, their accounts, records or store departments. Many have done so. A central London address may be useful for prestige reasons, but here the retention of only a small head office is sometimes the answer.

Perhaps the most valuable advantage of a move is the ability to provide, with a modicum of foresight, for future expansion.

LOB's services

LOB is not in business merely to persuade. It provides a comprehensive information service which is entirely free and impartial. And all discussions are completely confidential.

After several months of intensive homework, aided by information already to hand (such as a useful survey by the Town and Country Planning Association of firms that had moved out) and personal visits all over the country LOB has an ever growing dossier of facts, figures and the experiences of others which it can put before its 'customers'.

Central London Boards can hardly be blamed for disliking the actual mechanics of a move, to say nothing of the cost and staff problems involved. In the days before LOB, these were formidable but the Bureau has succeeded in cutting them down to size and presents them in straight-forward divisions, as below.

After a firm's initial approach, LOB evaluates its priorities (communications? supply of staff? ability to expand?). It then suggests

a number of areas which appear suitable, providing information on each. Briefly: Office building: the amount of new office space at present available and the amounts likely to become available over the next few years: whether the local authority or New Town Development Corporation can make sites available to firms wishing to build their own offices; typical rents and rates for new offices in the area.

Transport and Communications – access to the town from London and other main business centres by road, rail and air – distances, times and frequency of services; availability of telephone and telex services – installation times, degree of congestion on lines to London and other main business centres; whether the local exchange is manual or automatic and, if manual, when an automatic exchange is planned; whether S.T.D. has been introduced and, if not, when it is planned.

Staff – the number of males and females seeking office employment in the area; the numbers and qualifications of school-leavers coming on to the labour market each year; any prevalent shortages or other difficulties.

Housing – the availability of houses for staff, either to rent from the authority or to buy; whether the authority can make sites available for building houses; whether the authority grant mortgages for purchase; typical selling prices of new houses in the area.

Education – the numbers and types of schools and higher educational establishments in the area; any lines of specialization by the higher educational establishments.

Facilities and Amenities – descriptive matter about the town's shopping, cultural, sporting and recreational facilities, hospital and maternity services and any other matters which the locality considers significant.

LOB then bows out as far as actual selection is concerned (a matter between the firm and the New Town Development Corporation, the Local Authority or its Estate Agent) but continues to advise in other matters.

Drawing on the experience of many firms who have moved out it can advise on the actual operation (not least on informing of employees and neighbours at the reception end).

LOB is doing good business. Although publicly launched less than two months ago the Bureau has already been approached by nearly 150 serious customers (defined as firms who displayed more than a passing fancy for the thought of moving). The total staff covered amounts to about the average annual increase of 16,000 in central London. If this rate of response continues a considerable dent will soon be visible in the basic congestion problem.

LOB infers, without exaggerated optimism, that Board's should 'act now to avoid disappointment' in the matter of sites. It believes that the very least Boards should do, in their own interest, is to ask 'It is profitable to be in central London?' LOB is now located at Lonsdale Chambers, 27 Chancery Lane, London, W.C.2. (Tel.: Holborn 2921).

Mr. Alan Green, Financial Secretary to the Treasury (formerly Minister of State, Board of Trade), opening the new head offices of the Sturtevant Engineering Co. Ltd., at Highgate Hill, London. The firm, who recently moved out from central London are extremely pleased with the change.

PRESIDENT KENNEDY

H.R.H. the Duke of Edinburgh, representing H.M. the Queen, Sir Alec Douglas-Home, the Prime Minister, Mr. Harold Wilson, leader of the Opposition, and Mr. Jo Grimond, leader of the Liberal Party, flew to Washington last week-end to attend the funeral of President Kennedy at Arlington National Cemetery on November 25.

Benefits of automation should be shared

'Productivity – the next five years' was the theme of a three days conference marking the end of National Productivity Year, opened by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, at Eastbourne, from November 26 to 28.

In the course of his speech, Mr. Heath said:

'There is one point I should like to make because I think there is room here for some industrial self-help. It applies to all advanced and expensive equipment. Firms who are considering whether to install it often find it difficult in advance to assess the advantages in costs and efficiency which it will secure.

'I suggest that it might be very valuable if firms who have themselves discovered the advantages of modern machinery would collaborate to publish figures showing what can be achieved. Perhaps there are trade associations who might consider how they could help in this. These associations sometimes seem to be too preoccupied with defensive measures. I should like to see more of them making it their aim to stimulate rather than to defend their industries.

'It is important for us to keep up to date with new equipment and with automation. But there is a wide sector of industry where these methods are not appropriate. Efficiency and increased productivity must be sought here by the better operation of existing techniques. I know that your Council is well aware of this. Your bulletin is full of fascinating accounts of what can be achieved by apparently simple changes.

'Less than 40 per cent of our working population are employed in manufacturing industry. It is clear therefore that if we are to achieve the rate of growth we desire an important contribution must come from all our other economic activities, distribution, services and so on. Their increasing productivity may not be as easily measured as that of industry, but their efficiency in using their resources is equally vital to us.'

After referring to examples of increases in productivity quoted in *Target*, the National Productivity Council bulletin, Mr. Heath said: 'I know you have never regarded National Productivity Year as more than a beginning. I was glad to see that the title of this conference is "Productivity – the next 5 years". From what I have said you will have gathered that I see five years really hard work ahead of you.

'There are great opportunities if people can only be persuaded to use them. Many facilities already exist. Yet their impact is not as wide as it should be.

'There are new methods which are constantly being evolved. There are plenty of ideas bubbling up in industry for increasing efficiency. We are constantly hearing of them. I was told the other day, for example, that there is a great contribution to be made to efficiency by the specialised study of systems of handling materials. I am sure that many firms would profit by taking advice from the consultancy services now becoming available in this sort of field.

'There is plenty of scope for the many firms who are ready to look ahead and to welcome new ideas. How much easier life would be for you, and for me, if they were all like that. No doubt you must often be reminded of the proverb that you can lead a horse to the water but you can't make him drink. Unfortunately the proverb stops there. I sometimes wonder whether anyone ever tried explaining to the horse what would happen to him in the end if he refused to drink. I do not think he would have had a very healthy future. For the sake of all of us in Britain I hope you will succeed in persuading more and more of the reluctant horses to drink. You certainly deserve to do so.'

A report of the conference will be published in next week's *Board of Trade Journal*.

Secretary of State's visits to industrial areas

NORTH-WEST

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, paid his first visit to the North-west of England since taking up his new office, on November 21, 22 and 23. His tour included parts of Lancashire in the North-western Region and of Cumberland in the Northern Region.

The Secretary of State flew into Manchester Airport on the evening of November 21 and, after holding a Press conference and being interviewed by the BBC and Granada television, he began a three-hour discussion over dinner with members of Lancashire and Merseyside Industrial Development Association.

At the Press conference the Minister said the purpose of his visit was to meet industrialists, central and local government officials and others concerned with regional matters. No separate meeting had been arranged with the Cotton Board because a representation was due to meet him at a later date in London. Mr. Heath also said that study of the North-west's problems had been going on for some time both regionally and in Whitehall.

On November 22 the Minister met the regional staff of the Board of Trade in their Manchester office, and then held discussions with regional heads of Government departments particularly concerned with regional development. He also met Mr. H. Haygarth Jackson, chairman of the North-western Regional Board for Industry.

Alderman R. C. Rodgers, Lord Mayor of Manchester, welcomed the Secretary of State at the Town Hall before they both attended, together with Alderman John McMillan, Lord Mayor of Liverpool, and other civic dignataries, a luncheon in Manchester given by the Canada Club of Lancashire. (See page 1194 of this issue for a report of the Secretary's speech.)

In the afternoon Mr. Heath travelled to Liverpool, where he was received at the City Hall by the Lord Mayor before he attended a private dinner party with several Merseyside industrialists called together by Mr. Noel Holt, the chairman, and Lt.-Col. P. G. R. Burford, secretary of the Liverpool Chamber of Commerce.

On his journey on November 23 to Barrow-in-Furness, Mr Heath passed through Backbarrow, near Ulverston. It was announced last week that the Ministry of Transport had authorized acceptance of a £525,000 tender for the construction of a new bridge over the River Leven and a new road over a mile long to by-pass Backbarrow on the A.590 trunk road to Barrow-in-Furness.

The Secretary of State saw Barrow's industrial estate before meeting at the Town Hall Councillor Hugh Bannister, the Mayor, and other members and officials of the Town Council; Alderman G. D. Hastwell and Councillor W. R. Marsh, chairman and vice-chairman of Furness Area Development Committee, and the committee's joint secretaries.

Throughout his Lancashire visit the Secretary of State was accompanied by Mr. R. J. Forbes, Regional Controller of the Board of Trade in the North-west and other officers.

At Carlisle Mr. Heath was guest of the chairman of the Cumberland County Council at luncheon which was attended by civic officials and representative industrialists. The next call was to Workington to meet the executive committee of the Cumberland Development Council together with the Members of Parliament for Workington and Whitehaven. There was an exchange of views on the needs of Cumberland such as harbours, roads, railways and new industry.

After an inspection of Marchon Products Ltd.'s most recently installed plant at Whitehaven the Secretary of State addressed a dinner representative of industry in West and South Cumberland.

BIRMINGHAM

CONTINUING his series of visits to the regions, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, and President of the Board of Trade, was expected to visit Birmingham on November 28 and 29.

On November 28 Mr. Heath was expected to attend a dinner with a group of West Midlands Industrialists. On November 29 he was expected to meet the staff of the Board of Trade Midland Regional Office, have talks with representatives of the TUC Midland Regional Advisory Committee, and later meet the regional heads of other Government departments. He was expected to call on the Lord Mayor of Birmingham and meet representatives of the Birmingham Productivity Association.

After this, Mr. Heath was expected to go to the factory of the British Motor Corporation Ltd., at Longbridge.

Mr. Edward Heath (left), who visited Barrow-in-Furness on November 23, seen with the Mayor, Councillor Hugh Bannister.

Mr. Edward Heath appoints Parliamentary Private Secretary

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, has appointed Mr. Anthony Kershaw, M.P., to be his Parliamentary Private Secretary.

Mr. du Cann speaks on modernization in accounting

SPEAKING at the lunch of the London and District Society of the Association of Certified and Corporate Accountants in London on November 19, Mr. Edward du Cann, Minister of State, Board of Trade, said that modernization was not only a matter of machines – but a matter of improved techniques, better administration, more up-to-date office procedures. One of the questions which was of interest was 'what should a New Act of Parliament require in the way of accounts, in particular what further information about their affairs should companies be required to disclose in their accounts?

'There are, for example, recommendations that turnover should be shown, and that directors should report on any substantial difference between the current market value and the book value of their company's fixed assets,' he said. 'Each of the Acts of 1908, 1929 and 1948 introduced requirements designed to ensure that company accounts would be made informative than they had been in the past. There is, of course, a limit to how far any development of this kind should be carried: one wants to be sure that the benefits to be gained from further information are greater than the labour involved in collecting and processing it and, in some cases, that the community as a whole will gain more than certain sections of it might lose. You may well think that limit has not yet been reached and that there is still room for the movement towards further disclosure to continue.'

The Minister said it was encouraging to observe that the tendency of companies in general was to provide more information for their shareholders, actual and potential and for the public at large, and at more frequent intervals. Many British Company accounts were far in advance of Continental standards, and on a par with American practice. 'It must be the objective to improve the general standard, and to bring it up to the highest level. There can be no excuse for any public Company to publish accounts or reports that are obscure, uninformative or badly presented.'

Minister's visit to Chelmsford

Mr. Edward du Cann, Minister of State, Board of Trade, planned to visit Chelmsford on November 27.

His tour included the Marconi Company factory and test rooms, and the English Electric Valve Company which makes electronic valves and television camera tubes for export all over the world.

Clearing the way for higher exports to Canada

— Mr. Edward Heath

SPEAKING TO THE CANADA CLUB of Lancashire on his new responsibility for regional development, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development said: 'Our regional policy is not simply one of piecemeal help to a few districts in special difficulties. It is a country-wide policy. Every Region has its own problems whether they arise from pressure and congestion, from unemployment, or from other causes. Whatever the cause the result is inefficiency. It is a waste of our national resources.

'We mean to bring forward different plans to deal with these problems. We have made a start with Central Scotland and the North-east. There is already a study for the North-west in hand. We intend to widen its scope and to push it forward. My object in coming to the North-west this week was to look at the problems on the spot. I want to form a first-hand impression of what is needed.'

Mr. Heath went on to speak about the Board of Trade's oldest responsibility – overseas trade – and particularly Commonwealth trade.

Continuing he said: 'You may remember that not so very long ago I was devoting a good deal of my attention to the question of our trade with the Common Market, in the hope of our entry into the enlarged Common Market British firms have put forward a great effort in Europe. They see there is a rich industrial market of nearly 300 million people. They had and deserved, a great success.

'When the negotiations were broken off I said that I hoped British trades would not withdraw into isolation. I urged them to make even greater efforts to maintain and increase their trade with Europe and the Common Market. I am delighted to see what has been achieved. Our exports to the Common Market are now 20 per cent of our total exports. Our exports to EFTA are 15 per cent. Our total exports to Europe are nearly 40 per cent. And are still growing.

'But we cannot look to them alone. Our negotiation with the SIX was always an aim we pursued within our wider objective, of expanding world trade as a whole, including Commonwealth trade. That means trying to expand our trade with every one of our trading partners.

'Whatever the immediate circumstances this must always be the only possible aim for this country. We must maintain our effort in Europe certainly. But we must try to mount an equal effort elsewhere.'

Mr. Heath said that our exports to the Commonwealth countries in 1962 were one-third of all our exports, and one-fifth of all their imports. Of course there was another side to this picture. Two-thirds of our trade and four-fifths of the trade of all Commonwealth countries was outside the Commonwealth. For this reason it could not be a self-sustaining economic unity.

'Whatever may sometimes be suggested there are no gimmicks for making it so,' he said. 'Nor do the Commonwealth countries themselves want it that way. They made it abundantly clear as long ago as the Montreal Conference of 1958 when they emphasized their intention of working for wider multilateral trade. But within the world framework of our trade the Commonwealth countries are vital to us and we to them. They are a growing market.

'But they have not been a growing market for us. If we compare the period 1960-62 with 1955-7 their imports rose by £1,000 million. But the amount we gained of this increase was only £40 million In one of our largest groups of markets we are not competing successfully for their growing trade.

'There are of course explanations for our declining share of Commonwealth markets. The dollar restrictions which gave us a privileged position in the Sterling Commonwealth have gone. At the same time their removal has opened up wider opportunities for the Canadians. New sources of supply, and new markets too, have become available to Commonwealth countries.

'Some of the developing countries' trade is dependent upon external aid which is tied to the dollars. Even so, we ought surely to be able to obtain a greater amount of their increasing imports.

Why were we not doing so? We must be careful not to generalize over much. The Commonwealth was very diverse. It included rich countries like Canada, with a powerful and growing industrial complex. It included also developing countries whose economic growth is just beginning.

Expanding exports came down in the end to selling more in each individual market. Each had its own pattern which must be studied.

Asking what was the present pattern of our trade in Canada, Mr. Heath said that during the 13 years lifetime of the Canada Club, this pattern had changed to our disadvantage. In 1953 Canada took fourth place among our markets with £157 million. The United States which took second place, was hardly larger – £159 million. By 1962, though Canada still held fourth place, her imports from us were only 20 per cent higher – £188 million. Yet the United States had moved up to first place and had more than doubled its imports from us – £327 million. In the first quarter of 1963 Canada dropped to ninth place.

Over the last two years or so, Canada's total imports rose by £70 million – just over 3 per cent. Her imports from the United States rose by 5 per cent – £76 million. Her imports from Germany and from Japan remained steady. But her imports from the United Kingdom fell by 13 per cent – £30 million. Canada's sales to us were now roughly twice our exports to Canada.

'It is no part of our aim to try to balance our trade with each country', Mr. Heath said. 'But such a growing lack of balance such as this with Canada cannot be thought healthy. What are the causes of our failure to expand in Canada and what can you in business and I, in the Board of Trade, do about them? The fact that Canadian sales to us are increasing and that Canadian purchases from Germany, a member of the Common Market, remain steady, makes nonsense of the accusation that the Canadians are not doing business with us because of our negotiations with the European Economic Community. Such an accusation implies that the Canadians buy and sell for sentimental reasons. This is a delusion. Like other countries of the Commonwealth to-day they buy where they can get the goods, the price and the delivery to suit them.'

Turning to our sales to Canada, he said that since 1961 Canadian imports of British aircraft, aircraft engines and ships had fallen sharply. These were normally bought at irregular intervals so perhaps we must expect ups and downs. The same applied, though for different reasons, to motor cars.

'All I will say on these items is that it is time for the ups. But the rest of our exports to Canada – the run of the mill exports – have risen only very slowly for nearly 10 years'.

Why was this? Some obstacles had been plain enough. The Canadian devaluation and the surcharges certainly had a considerable effect. These were part of the risks which exporters ran in the world today. But they did discourage many of our exporters.

Because of our trade pattern they bore both more widely and more heavily on our trade than that of the United States. However the surcharges had now been removed. Let our exporters take heart again.

There was another serious obstacle, however. This was the Canadian anti-dumping legislation which pre-dated the GATT. It took no account at all of whether the domestic producer was injured or not.

If Canadian producers made enough to supply 10 per cent of Canadian consumption, then the anti-dumping duties automatically applied. Because Canadian industry had been growing, these duties had applied more widely.

Moreover, in our view the price comparisons on which dumping was calculated were sometimes quite unfair. Most British goods in Canada sold on price. Some British exporters were prevented from selling their goods at competitive prices in Canada even when these prices gave them a profit and the imports would not materially injure a Canadian industry.

The Canadian devaluation had increased the prices at which British exports to Canada had to be sold. This had made the anti-dumping problem more acute. Canadian exporters to Britain did not have to contend with obstacles of this kind.

'We know that the Canadians have their own difficulties, and we understand them. They believe strongly that unless they had an automatic anti-dumping law their markets would be swamped by American goods.' Mr. Heath said. 'They point out quite rightly, that their anti-dumping law does not affect some of our exporters and that its importance can be exaggerated.

'On our side we have made it plain to them that these obstacles are extremely discouraging to many of our exporters. I said a fortnight ago that I mean to stand up for British interests in world trade and to fight strenuously for a fair deal for our exporters.

'There is a genuine problem here. We cannot expect to settle it immediately. But I hope soon to be able to pursue these matters further. What is most important is that in the meantime British exporters should not lose interest in the Canadian market.

'Many of our goods enjoy valuable preferences with a rich and growing market. There is plenty of goodwill for Britain. But the market is not easy for an exporter to attack. American capital and American tastes are strongly entrenched there. Yet we have been able to increase our exports to the United States itself. Surely then, given the energy and ingenuity we can compete against the Americans in Canada'.

Mr. Heath said that this meant competing with high pressure salesmanship operating from just the other side of the fence. It meant equalling American standards in selling. The American businessman would pick up his telephone and settle his business in Canada in a few minutes. Had we the same sense of urgency? He suggested that great resources of salesmanship, great energy and great persistence were needed to sustain a major sales campaign in every area where there was real scope for increasing our exports.

'This is what we must organize ourselves to do,' he said. 'It may be that this will mean some changes in our industrial organization. I told the House of Commons the other day that some 50 per cent of our export trade is done by only 200 firms. Perhaps successful export selling in a wide field will demand bigger firms. Amalgamations may be needed for selling reasons just as they are often needed for technical reasons.

'As I have told you, I intend to do my best to clear the way for more British exports to Canada. It is for British businessmen to see that in the meantime they double their efforts and maintain their interest in the market. And nowhere more so than in Canada. That is a great country. It is the senior of all the countries of the Commonwealth after the mother country. It has established itself as a leader firmly in the world as a whole. We admire Canada's achievements, we respect her standards. Canada is a vigorous member in the Western Alliance and a close friend of the developing countries.

'I have visited Canada several times and I was to have been there next week, but for the change in the office I hold. I have always received great kindness there both from members of the Government, their advisers and individual Canadians. Our relations have been warm and close. I am sorry to miss this trip but I hope it will not be long before I am over there again. It has however given me the chance of being with you here today. It is a great privilege for you to bear the word 'Canada' in your title. This organization can contribute much to Anglo-Canadian trade. In all that you are doing you will have our full support. You can also consolidate friendship between our two countries and people. This is the wish of people on both sides of the Atlantic. In both these objects I wish you every success.'

U.K. on threshold of further economic advance

— Mr. du Cann

MR. EDWARD DU CANN, Minister of State, Board of Trade speaking at the National Foreign Trade Convention in New York on November 20, said that British traders were competing successfully in world markets, the position of sterling had been greatly strengthened by the availability of new resources of credit, and the United Kingdom was on the threshold of a further economic advance.

Britain, he said, was engaged in a substantial programme of modernization of industry, bringing the oldest up to the standard of the best. At the same time the Board of Trade was urgently taking co-ordinating action in the regions to ensure that prosperity in the United Kingdom was broadly based, that the problems of transition for those in the older declining industries to a modern environment were facilitated. The prospects for world trade in 1964 seemed encouraging. Industrial production picked up sharply in 1963, not least in the United States. This was particularly welcome. The strength of the United States economy was fundamental to world economic prospects.

'The most dynamic expansion has been between the industrialized countries, especially in Europe. This will undoubtedly continue, though perhaps at a slower pace,' he continued. 'We have I believe two basic interests in common: first the continued expansion of world trade by the reduction or elimination of existing barriers; second, the maintenance of an adequate world payments system.'

Referring to the European Free Trade Association, Mr. du Cann said that plans were originally laid for the EFTA member countries to abolish all tariffs on trade between them by 1970. At the Lisbon conference in May of this year the target date was brought forward to 1966. Therefore in three years' time we should have in EFTA a single market of 90 million people.

Continuing he said: 'We in the United Kingdom feel strongly that there is an urgent need for the new impulse of the Kennedy Round to the expansion of world trade and the abolition and reduction of barriers thereto. Our full weight will be behind these aims. The particular problem of the less-developed countries which will be much to the fore in 1964 during the United Nations conference on trade and development, requires special consideration. In the last ten years they have in relative terms been doing badly out of world trade. Their share has fallen and their terms of trade have worsened, although last year showed some pick up from the lowest points. It has been estimated by the GATT that, by 1975, the existing gap between their import needs and their export earnings might well be increased by another $15 billion. These needs cannot alone be met by aid from the industrialized countries which in the case of the United Kingdom is running at a record level this year of nearly $600 million nor by arrangements to improve their export prices such as commodity agreements. A considerable expansion in the volume of their exports is required.'

It was essential, said Mr. du Cann, that aid policies should be effective and not wasteful. All nations not only the United States and the United Kingdom must play a full part, and it was becoming increasingly clear that the industrialized countries would require to make a further conscious effort to provide the opportunity through which the less-developed countries could sell their products including manufactures. Only in this way would they be able to increase this ability to purchase from us the capital goods they needed to develop their economies and expand their trade, inwards and outwards.

Referring to the implications of the Kennedy Round, the Minister said that in his view the future of the United States and the United Kingdom lay in making products of advanced technology, products of capital intensive industries and products of a kind demanded by an affluent society on a large scale, but not in demand to such an extent outside our countries as to make it profitable to build up a local industry. The experience of the United States and the United Kingdom showed that the tariff did not with certainty enable a country or an industry to swim forever against the economic tide. The economic weaklings of yesterday were not always the economic growthlings of today: the United Kingdom had not succeeded in developing a flourishing watch or camera industry behind a 50 per cent tariff. The industries which clamoured for protection one hundred years ago in the United States still sought protection today.

On the problem of international liquidity, Mr. du Cann said 'No system of international payments can be considered adequate unless it provides sufficient liquidity to enable countries with temporary balance of payments difficulties to make necessary adjustments without having to take steps which would unduly disrupt world trade (such as the imposition of import restrictions or measures to restrain growth in the domestic economy) and thus to harm other trading nations. On the other hand, the availability of liquid resources should not be such as to allow the continuance of basically unsound domestic or international positions. World liquidity has been for several years increased by the outflow of United States dollars. This may be expected to diminish and eventually cease altogether for obvious reasons. Both the dollar and sterling are reserve currencies. This brings advantages to our two countries. It also imposes strains. The level of United Kingdom liabilities is already such that we could not adopt policies involving a substantial increase in sterling balances. These balances are short-term liabilities of the United Kingdom: one nation's reserves is another nation's debt. The dollar and sterling cannot go on adding indefinitely to the world's reserves. Yet, in our judgment there are good reasons for thinking that the free-world's need for liquidity will grow during the next decade.

'First, expanding trade and larger capital flows will almost certainly lead, in practice, to larger swings in international payments. Second, imbalances caused by structural changes will continue. These will tend to last longer than in the past because countries have

become increasingly reluctant, in their own and in the general interest, to resort to quick acting remedies such as exchange rate adjustment or controls on trade and capital movements. Thus countries will need more time – and, therefore, more liquidity – if they are to be in a position to pursue policies of sound economic growth without being forced into deflation by temporary payments imbalances. Third, there is an ever present danger that a large proportion of the available reserves will be set aside for "emergency use only".'

Concluding he said: 'Our goal is the increased strength, prosperity, vigour and competitiveness of the free world. We seek to defend above all the way of life we cherish, our institutions, our democracy, for our children's and their children's sake.'

New computer industry for Scotland

HONEYWELL CONTROLS LIMITED announced on November 20 that they are to manufacture medium and large scale magnetic tape computers at their Newhouse, Lanarkshire plant. It will be the first time that medium and large scale magnetic tape computers have been made in Scotland. Honeywell already have over half a million square feet of factory space at Newhouse and a fifth of this – 100,000 square feet – has been allocated to the Electronic Data Processing manufacturing division. The first phase of this new activity in Lanarkshire will give immediate additional employment to up to 200 people. The Newhouse plant already employs more than 2,000 men and women, and it is anticipated that these EDP developments will be a major factor in Honeywell's expectation to at least double their work force within the next five years.

The announcement that the new manufacturing arrangements have been established in Scotland, following an agreement with the Board of Trade, was made by Mr. Ralph Price, director of Honeywell Electronic Data Processing division. Among those present were Lord Drumalbyn, Minister of State, Board of Trade, and Mr. Tom McDonald, executive vice-president, Honeywell International.

Speaking at the press conference announcing the project, Lord Drumalbyn, Minister of State, Board of Trade, said that since 1943 nearly 40 United States Companies had set up subsidiary companies in Scotland. Almost all of these have gone into production in factories provided by the Board of Trade, and in recent years many had benefited also from financial assistance under the Local Employment Acts. Honeywell Controls Ltd. had an honourable place among such companies. They had expanded production and employment many times over since they first set up in Scotland at Blantyre in 1948. Starting with a project to employ a few hundred workers, they now employed over 2,000 in the large complex of factories which they occupied at Newhouse. Now, yet again they had a new project of expansion.

'In this matter of setting up and expanding production and employment in the Development Districts, the Board of Trade welcome the Oliver Twists of industry – those who make good use of what we give them and come back and ask for more. Surely such developments as Honeywell Controls should help to encourage others who are considering setting up in the Development Districts for the first time. The Board of Trade are anxious to help anyone with a sound project which will provide continuing employment,' added Lord Drumalbyn.

The range of benefits available under the Local Employment Acts was now very impressive – Board of Trade factories were for sale or rent on favourable terms, 25 per cent building grants for those who preferred to build and own their own factories, 10 per cent grants on plant and machinery and loans and grants tailored to meet the requirements of individual projects on the recommendations of the Board of Trade Advisory Committee. 'These, taken in conjunction with the Chancellor of the Exchequer's new "free depreciation" scheme provided very powerful assistance for those who establish themselves or expand in the Development Districts – as Honeywell Controls have done. Since the 1963 Budget the Board of Trade have received applications for assistance for over 700 projects – many of which will be assisted in more than one way. These projects have for example involved over 1,000 applications for the new standard building and plant and machinery grants.'

Honeywell International has also established EDP sales offices in the United States, Canada, Australia and, through its licensing agreement with Nippon Electric Company, in Japan. The division is actively planning further expansion into other world markets. Sales, systems and training staffs in its overseas operations have almost tripled in the past fifteen months.

Lord Drumalbyn, Minister of State, Board of Trade, speaking at the conference announcing Honeywell's expansion plans. On the platform are: Mr. C. Coulter, manager, Honeywell EDP Division (left), Mr. Ian Grey, Distribution of Industry and Regional Development Division, Board of Trade (second left); Mr. C. W. Spangle, managing director, Honeywell Controls Ltd. (third right); Mr. L. R. Price, director, Honeywell EDP Division (second right), and Mr. T. McDonald, executive vice-president, Honeywell International.

EFTA after Brussels

IN A SPEECH to the London Chamber of Commerce on November 25, Mr. Frank Figgures, Secretary-General of EFTA, said that the emergence of EFTA had been a very quiet revolution. By the end of 1966 we should have created a free trade area within which, save for a few precise and limited exceptions, there would be completely free movement of all industrial products, manufactured goods and a very considerable range of manufactured or processed foodstuffs.

Although one did not have to have a common commercial policy in a free trade area, it did not mean that policies within it should be discordant. There was a great advantage in co-ordinating policy to the maximum extent. In a customs union, one could not negotiate until there was a common policy; the members of a free trade area were not thus inhibited.

As we abolished tariffs and quotas, obviously other practices would assume greater importance. Certain protective devices existed at present and these hindered trade. The commercial community knew best which these were, and it was the commercial community that would have a major part to play in working out sensible general solutions. There was also a major interest for the commercial communities in both EFTA and EEC to reach agreement on single European standards.

EFTA as a group was the second largest import market in the world. It was made up of eight countries with a total population of over 90 million people. In imports per head it was by far the most important market in the world. It was also growing rapidly. Total imports from the whole world and from each other rose by nearly a quarter between 1959 and 1962; the rise in imports of manufactured goods was nearly twice as fast as this. There was a further rise of 5 per cent in the first half of 1963 compared with the same period a year earlier.

The United Kingdom was already a pretty large market and its EFTA associations were very significant to it. EFTA associates numbered markets of highly sophisticated consumers with a very high standard of living who imported a good deal. United Kingdom exporters had already begun to take advantage of these opportunities. United Kingdom exports to EFTA countries between 1959 and 1962 had increased in value by over 16 per cent and well over £100 million in absolute terms. During the same period United Kingdom exports to the EEC increased by over 34 per cent and by nearly £300 million. These figures showed that there were still very significant opportunities to be taken in EFTA.

Mr. Figgures emphasized the importance to EFTA of the forthcoming GATT negotiations and remarked that there were risks that all of us ran as the two separate European markets were progressively established. If the investment pattern of Europe were disrupted by the arrangements we were constructing, this would lead to a loss of real resources that we could ill afford. The only complete way to avoid this loss was to achieve the unified European market that we had been seeking consistently for more than five years. While we were forced to wait, a reduction in our several tariffs would go far to obviate these risks.

OECD Ministerial meeting

THE FOLLOWING communique was issued at the end of the Ministerial meeting of the Council held in Paris on November 19-20.

The Ministerial Council of the OECD held its annual meeting in Paris on November 19-20, 1963, under the chairmanship of the Honourable Halvard Lange, Minister for Foreign Affairs of Norway, and reviewed the economic prospects for its twenty Member Countries and their economic relations with the rest of the world.

The prospects for economic growth in Member Countries are on the whole better than last year. The United States, the United Kingdom and Canada are now progressing at a faster rate. In other Member Countries expansion continues. In the expectation that this growth will be supported by suitable measures in the United States and other countries, the increase of the gross national product of the OECD area as a whole for the years 1960-64 will probably correspond to the growth target of 50 per cent set for the decade of the 1960s by the First Ministerial Council in 1961.

The importance has been stressed of internal stability as a condition for balanced long-term economic growth. Costs and prices in a few European countries are rising rather rapidly. A stabilization plan is being put into effect in France. Measures have been taken in Italy – further steps must be envisaged.

As regards international payments, measures undertaken by Member Countries and the recent trends of trade among them, have begun and should continue progressively to create better equilibrium between the deficit and surplus countries. It is important that measures adopted by all Member Countries to deal with their internal economic situations should continue to take into account their effects on the general equilibrium of international payments.

In Member Countries in the process of development, economic growth in recent years has generally been somewhat faster than in the OECD area as a whole. However, it can hardly be said that the narrowing of the gap between these and other Member Countries which is desired has really begun – much remains to be done.

The Ministers considered it desirable, therefore, that the organization and its more developed members should continue to devote their attention and co-operation to the development problems of the less-developed Member Countries.

Ministers noted with satisfaction that a new Spanish development programme will be inaugurated in 1964. The Ministers also reviewed the situation of the consortia for aid to Greece and Turkey and reaffirmed the importance which they attached to the efforts of Member Countries in support of the development of these two countries, particularly by the provision of long-term development capital on favourable terms.

Ministers reviewed the work of the organization in the fields of agriculture, industry and manpower, and agreed that this work should increasingly be directed to the problems of adaptation arising from changes in the economies of Member Countries. They considered in particular that the organization should pursue its work on an active manpower policy and on the retraining of manpower as well as on mobility of manpower and industry.

Ministers noted with satisfaction the results of the Ministerial meeting on policies for science and technology on October 3-4, 1963.

The Ministers noted that development aid has been maintained at a high level and on improved terms, although the earlier rate of increase has not continued. The needs of the developing countries are, however, increasing, and great problems lie ahead. Past results have depended largely on a public support in Member Countries. The provision of aid to meet the expanding needs of the less-developed countries will depend even more on such support in the future and will be related increasingly to measures of self-help in the recipient countries.

The Ministers emphasized the value of the confrontations of national aid programmes through the organization, and asked members further to co-ordinate their efforts with a view to making aid more effective in response to priority needs in the less-developed countries. They also welcomed the intention expressed by the members of the DAC of relating more nearly the terms of aid to debt-servicing capacities of recipients. Important steps had been taken by some members in this connection during the past year, they noted the decline in private capital movements from the industrialised countries to the less-developed countries and asked the organization to consider further what steps might be taken by industrialized and less-developed countries to increase the flow. The Ministers welcomed the establishment of the OECD Development Centre.

Since last year's Ministerial meeting, the organization has devoted a great deal of attention to the ways and means to increase the export earnings of less-developed countries, member and non-member.

The bulk of the exports of the less-developed countries still consists of primary products of which OECD countries are the main importers. Various methods for stabilizing and increasing the export earnings from these commodities are now being studied. Ministers stressed the importance of this work. Member Countries should join in efforts to improve the market conditions for primary products.

Increasingly, however, the less-developed Member and non-Member countries need to diversify their economies and encourage the production of manufactured articles for their own markets and for exports. The industrialized countries of the OECD should facilitate this development by providing enlarged access to their markets for these products. The Ministers noted with approval that full reciprocity from less-developed countries was not being demanded for the tariff reductions expected from the forthcoming round of GATT tariff negotiations.

Ministers instructed the organization to continue work and consultations concerning the trade problems of the less-developed countries.

They voiced the determination of their Governments to prepare for the United Nations Conference on Trade and Development in a constructive spirit.

'TRADING WITH BENELUX'

A 68-page illustrated supplement on 'Trading with Benelux' will be published in next week's issue of the *Board of Trade Journal*. Articles from official and non-official sources will cover all important aspects of trade between the United Kingdom and the Benelux countries – Belgium, The Netherlands, and Luxembourg.

New chairman of China Clay Council

LT. COL. W. G. PETHERICK has accepted the invitation by Mr. Edward Heath, the Secretary of State for Industry, Trade and Regional Development, to become chairman of the China Clay Council as from December 1, 1963 in succession to Lt. Col. Sir Edward H. W. Bolitho.

The China Clay Council was set up in 1950. The object of the Council is to advise on methods designed to increase efficiency and productivity in the China Clay Industry and to improve or develop the services that the industry renders or could render.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

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Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by December 13, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
25.16	Granite, sawn on three or more sides, in pieces of a volume not exceeding 30 cubic inches.	Granite tiles . . .	December 31, 1964	7613
29.06	1:3:5-Tri-(3:5-*ditert*butyl-4-hydroxybenzyl)-2:4:6-trimethylbenzene.	Polypropylene stabilizer	December 31, 1964	6222
29.21	*O*-4-Bromo-2:5-dichlorophenyl *OO*-dimethyl phosphorothioate.	As in previous column .	December 31, 1964	6299
29.22	1-Naphthylamine having a melting point not less than 49° centigrade.	1-Naphthylamine G.R. grade.	December 31, 1964	6316
29.31	3:6-Dithiaoctane-1:8-diol	As in previous column .	December 31, 1964	6311
38.19	Preparations, gaseous, containing not less than 0·002% and not more than 1·5% by volume of arsenic compounds calculated as arsine, and having a value not less than £15 per cubic metre at standard temperature and pressure.	Semi-conductor doping gases.	December 31, 1964	6306
38.19	Preparations, gaseous, containing not less than 0·002% and not more than 1·5% by volume of antimony compounds calculated as stibine, and having a value not less than £15 per cubic metre at standard temperature and pressure.	Semi-conductor doping gases.	December 31, 1964	6305
90.01	Ophthalmic lenses of a type which provides a gradual change of focal power over a region intermediate between areas of uniform power.	Multi-focal lenses . .	December 31, 1964	7555

Anti-dumping duty revoked on phthalic anhydride originating in France

THE BOARD OF TRADE announced on November 21 that under The Anti-Dumping Duty Order 1963 (Revocation) Order 1963, the anti-dumping duty of £15 per ton on phthalic anhydride originating in France had been revoked. Copies of the Order (S.I. 1963 No. 1861), which came into force on November 22, 1963, are available from H.M. Stationery Office. Price 3d., by post 5½d.

It should be noted that anti-dumping duties on imports of phthalic anhydride from Austria, the Federal Republic of Germany, and Poland continue in force and that imports from any other sources which were found to be dumped would be liable to anti-dumping action.

Drawback on imported rubber tyres, tubes and rim tapes exported on cycles

THE BOARD OF TRADE gave notice on November 25 that they are considering an application for the introduction of drawback facilities on rubber tyre cases, inner tubes and rim tapes, classified under Tariff Heading 40.11 (A) suitable for cycles (not mechanically propelled) and imported for incorporation therein for export.

Any interested party wishing to support or oppose this application should do so, in writing, to the Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, before December 16, 1963.

Citrus fruit consultations

THE BOARD OF TRADE announce that it has been agreed to resume on December 16 the consultations on citrus fruit (under Article XXII of the GATT), which were adjourned on September 20. The other countries concerned have been informed.

Note:

The United Kingdom maintains restrictions on imports from the Dollar Area of fresh grapefruit, canned grapefruit segments, and orange and grapefruit juices of all kinds.

The United States has formally notified the United Kingdom of its desire to engage in consultations under Article XXII, on the grounds that the restrictions were contrary to the United Kingdom's GATT obligations and discriminated against the United States.

The consultations were held from September 17 to 20 in London. Representatives of the United Kingdom, Cyprus, Israel, Jamaica, South Africa, Trinidad and Tobago and the United States were present. The Colonial Office represented the interests of British Honduras and other dependent territories and the GATT Secretariat was also represented. In accordance with Article XXII the United Kingdom undertook to give sympathetic consideration to the representations made by the countries which took part.

P.T. on domestic water cylinders and tanks

THE COMMISSIONERS of Customs and Excise have reviewed the position of domestic water cylinders and tanks in relation to Group 12 (b) in the First Schedule to the Purchase Tax Act 1963 (which imposes purchase tax, at 25 per cent of wholesale value, on domestic appliances and apparatus designed for operation by electricity or gas). Trade associations concerned have been consulted.

This notice refers to cylinders and tanks not specifically designed, advertised, or held out as receptacles in which water may be heated by electricity or gas. In future, these articles will be regarded as outside Group 12 (b), even though they may be adaptable to such use (in particular through having a boss or other fitting for an electric immersion element), if they *also* have an effective means whereby they could be connected to a water supply heated from some source outside the cylinder or tank itself. It will no longer be material whether any connection, boss or fitting is blanked off or not.

It will be evident that the above does not apply to a water heater supplied by its manufacturer or by a wholesaler with a heating element already fitted; and traders are reminded that the sale of a taxable article in parts cannot affect its tax position.

Amendments to Notice No. 78 will be issued in due course.

Government broadsheet on public spending

PUBLIC SPENDING is the subject of the latest 'Looking Ahead' broadsheet, which explains where the money goes, how it is raised, and the increasing calls that are made upon it. The problems involved and ways of improving control over public spending are indicated, and two diagrams help to bring home the main points in the text. Copies: Free, from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1. (Tel. Waterloo 2345).

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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+ 35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+ 18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter	115	117	131	126	115	102	126	104	126	147	127	+ 64	— 9	+21	— 3
3rd Quarter		121*				105									
1963															
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	121*	..	..	..	105	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	123	104*	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 25
3rd Quarter	127*	101*	121·3	+1·3	104·2*	122·0*	141·5	428	— 76	—34	157	+10	+ 6	132	131	
1963																
April	120	101*	122·2	+2·1	104·0	121·7	140·6	553	— 75	—20	138	+16	+14	124	121	..
May	122	105*	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123	104*	122·1	+1·0	104·5	121·8	141·1	454	— 52	—33	158	+12	+13	128	130	..
July	123*	103*	121·4	+0·8	104·5	122·0	141·4	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126*	100*	121·0	+1·3	104·1*	122·0*	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September	127*	101*	121·4	+1·8	104·1*	122·2*	141·7	430	nil	+11	158	+ 5	— 7	135	131	..
October			121·8	+2·3	104·8*	122·2*	141·7	448	+ 18	+27	160	+ 2	—12	130	129	..
November								456*	+ 8*	+19	158*	— 2*	—16			

† NOT seasonally adjusted. * Provisional.

United Kingdom trade in October

EXPORTS have continued to grow, though perhaps at a slower rate than earlier in the year. In the last three months they were £347 million a month (seasonally adjusted), not quite 2 per cent more than in the previous three months and 9 per cent more than the plateau in the second half of last year. The increase has continued to be spread over many of the main areas of the world. There was a small reduction in recent months in exports to the sterling area but this may be due to erratic monthly figures. The largest increases in the last few months were in exports of cars, ships and aircraft.

The rate of increase of imports seems also to have slackened a little. In the last three months they were £408 million a month, 1 per cent more than in the previous three months and 9 per cent more than the rate at the beginning of the year. Imports of industrial materials, which turned up in the second quarter, have continued to grow strongly. Other categories of imports have fallen back in recent months.

With both exports and imports rising at similar rates the trade gap (the difference between imports valued c.i.f. and exports and re-exports valued f.o.b.) did not change in the last three months. In August-October it was £48 million a month (seasonally adjusted) after £50 million a month in May-July. In the first quarter of the year, at the beginning of the rise in imports, it had been as low as £36 million a month. During 1962 it averaged £45 million a month.

Area pattern of exports

Exports to the sterling area in the last three months were 1 per cent less than in the previous three months but this appears to be the result of erratic monthly movements in these periods. They were growing slowly in the middle of the year after a sharp increase in the first quarter. In the last three months there were reductions in exports to most sterling countries except South Africa, where

United Kingdom trade

A. Recorded values £ million per month

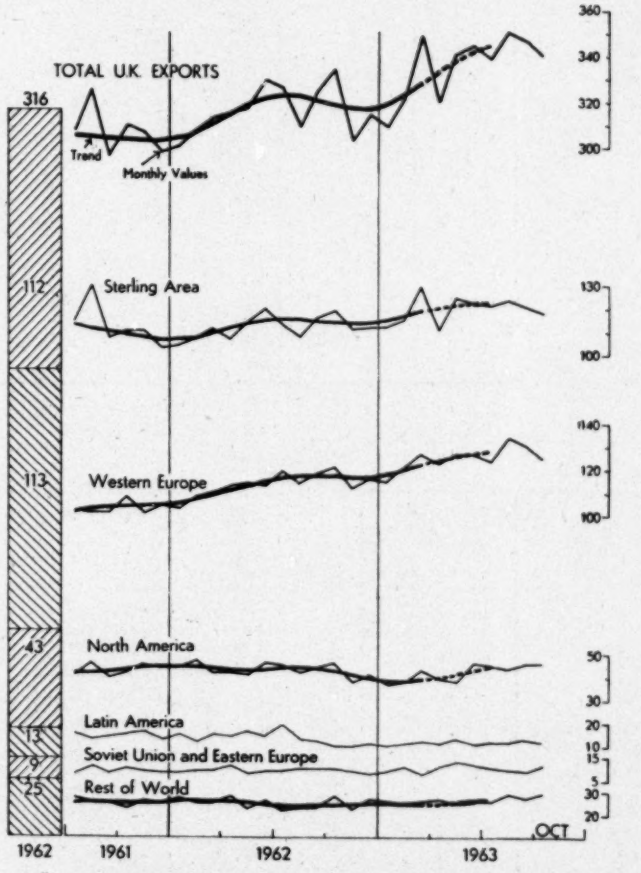
	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·4	13·1
1962 3rd quarter	300·6	368·6	11·2
4th quarter	325·4	378·8	14·3
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
1963 May	364·7	425·5	13·5
June	335·5	383·0	13·1
July	340·4	430·0	12·5
August	328·6	392·7	11·4
September	305·3	386·8	10·8
October	354·9	443·5	13·4

B. Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 3rd quarter	320	385	12
4th quarter	317	374	14
1963 1st quarter	327	375	12
2nd quarter	335	395	13
3rd quarter	346	412	13
1963 May	341	395	13
June	345	400	14
July	339	419	14
August	351	398	13
September	348	420	13
October	341	404	12
May-July	342	405	13
August-October	347	408	13
January-October	337	395	13

United Kingdom exports: areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1962		1963							
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	May-July	Aug. Oct.	Aug.	Sept.	Oct.
Sterling Area	112	114	119	119	123	123	122	124	122	119
Western Europe	117	116	121	126	130	126	130	134	131	125
Economic Community	62	62	65	69	71	70	71	71	73	69
Free Trade Assocn. (inc. Finland)	43	44	44	45	47	45	47	51	46	45
North America	44	41	39	41	45	43	45	44	46	46
Latin America	15	10	11	12	12	12	12	12	13	12
Soviet Union and Eastern Europe	10	9	9	12	10	12	10	10	9	11
Rest of World	23	26	26	26	27	25	29	29	27	29
Total	320	317	327	335	346	342	347	351	348	341

sales of cars have expanded rapidly in recent months and a warship was delivered in September.

Exports to North America have been rising this year. In the last three months they were 4 per cent more than in the previous three months. To the United States the increase was 4 per cent, continuing the expansion that began earlier this year. Exports to Canada fell in the second quarter but there has since been a strong recovery and in the last three months they were 5 per cent higher.

Western Europe continues to be a growing market. In the last three months our exports were 3 per cent more than in the previous three months and 10 per cent more than a year earlier. There were substantial increases in exports to France and Italy, where they have been growing strongly this year. Exports to Western Germany, however, which were high in the first half of the year when there were large shipments of oil, have fallen back and in the last three months were 5 per cent less than in the previous three. Exports to EFTA countries, which have also grown strongly this year, rose 6 per cent in the last three months. Exports to Sweden, the largest market in the group, have grown slowly in recent months but there have been substantial increases in exports to Norway, Switzerland and Austria. Exports to the rest of Western Europe have been fast growing in recent years, but there was little change in the last three months.

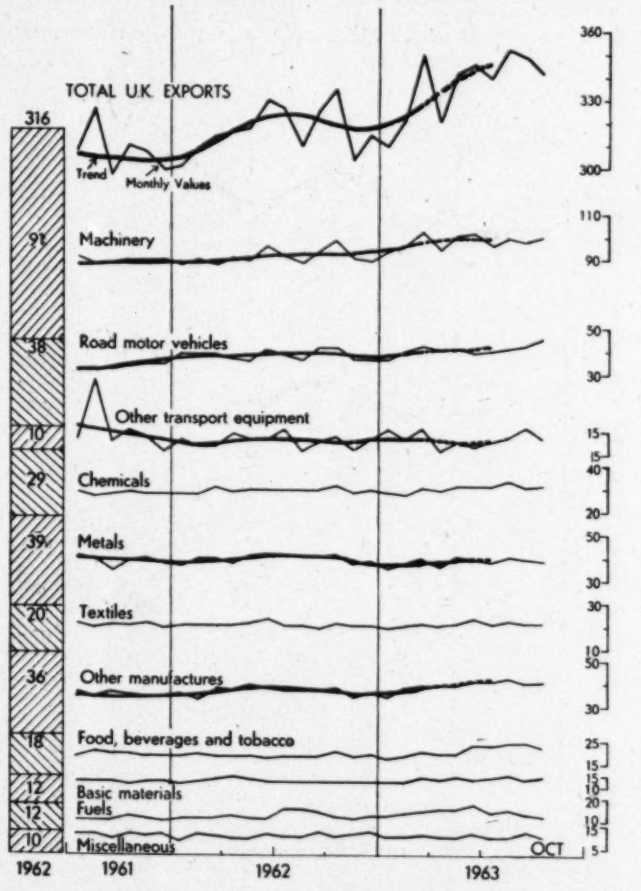
Exports to Latin America have continued to recover from the sharp fall in the second half of last year. In the last three months they were 1 per cent more than in the previous three months but 15 per cent less than the average rate in the first half of 1962.

Our exports to the Soviet Union and Eastern Europe tend to fluctuate from quarter to quarter. Exports were high in the second quarter, when there were large shipments to Roumania, but have since fallen back.

There was a large increase, of 12 per cent, in exports to the rest of the world in the last three months. This included a substantial increase, 19 per cent, in exports to Japan.

United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1962		1963							
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	May-July	Aug. Oct.	Aug.	Sept.	Oct.
Food, beverages and tobacco	18	19	18	21	24	22	23	24	24	22
Basic materials	12	12	13	14	14	14	14	15	13	14
Fuels	15	12	13	15	14	15	13	15	13	12
Manufactures	266	264	272	276	285	281	287	288	287	285
Machinery and transport equipment	139	140	150	146	151	148	154	151	155	155
Machinery	91	92	97	98	97	99	98	99	97	99
Road motor vehicles	38	37	39	40	41	40	42	41	42	45
Other transport equipment	10	10	14	8	13	10	13	12	16	11
Chemicals	29	29	29	31	31	31	32	33	30	31
Metals and misc. metal mfrs.	40	39	37	38	39	39	39	40	39	38
Textiles	20	20	20	21	22	22	22	22	21	21
Other mfrs.	37	36	37	40	41	40	41	42	40	40
Miscellaneous	11	11	11	10	11	11	10	10	12	10
Total	320	317	327	335	346	342	347	351	348	341

Commodity pattern of exports

The largest increase in the three months August-October was in exports of transport equipment which were (seasonally adjusted) £6 million a month, 11 per cent, more than in the previous three months. Exports of road motor vehicles have been rising since the beginning of this year and in the last three months were 6 per cent more than in the previous three. There were substantial increases in exports of cars to South Africa and to Western European countries. There were also increased exports of ships and aircraft but these are often very erratic from quarter to quarter. There was a small reduction in exports of machinery which have changed little since the sharp increase in the first quarter. Amongst other manufacturers exports of chemicals continued to expand. Exports of clothing and footwear have been rising and there was a further increase of 4 per cent in the last three months. The increases have been in exports of garments mainly to Western European countries; there has been little change in exports of footwear. There was little change in the last three months in exports of textiles or metals, though both were rising earlier in the year.

Exports of fuels have fluctuated in the last twelve months. They were high in the second quarter when there were especially large shipments to Netherlands and West Germany, but they have since fallen. In the last three months these exports were 13 per cent less than in the previous three months. The fluctuations have been in petroleum products. Exports of coal have been rising steadily this year and in August-October reached £4 million a month (not seasonally adjusted).

The value of exports of food has been rising this year. In August-October it was 7 per cent more than in May-July and 46 per cent more than at the same time last year. Much of the increase was in larger quantities of sugar at higher prices. There was a further increase in exports of whisky in the last three months.

Commodity pattern of imports

Imports of food, beverages and tobacco, after rising in the first half of the year, fell by £4 million a month, 3 per cent, between May-July and August-October. There was a reduction in the recorded value of imports of sugar despite an increase in tonnage. The sugar price was lower, on average, in the last three months, but it seemed to be rising again by the end of the period. There was also a substantial (9 per cent) reduction in imports of cereals and animal feeding stuffs and a smaller one in imports of fruit and vegetables. Imports of tobacco, which had been unusually high in the earlier period, were 19 per cent less in August-October: in the first ten months of the year the value of these imports was some 16 per cent more than in the corresponding period last year but less than in 1960 and 1961. Partly offsetting these reductions was a large increase (23 per cent) in the value of imports of dairy produce, mainly butter, with quantities and prices both higher.

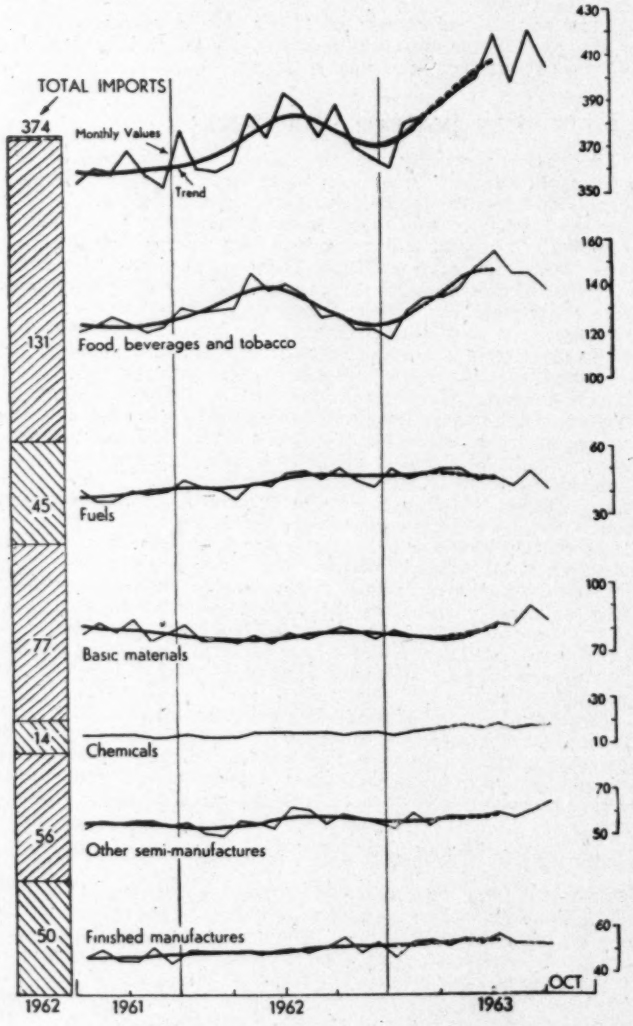
Imports of industrial materials in the last three months were £9 million a month (6 per cent) more than in the previous three months. They turned up in the second quarter and have since increased quickly. Two-thirds of the increase in the last three months was in basic materials, up by 8 per cent. Imports of wool rose in value by 22 per cent but there was little change in imports

of other textile fibres. Imports of timber were at a reduced level early in the year but have since risen substantially; they increased by 9 per cent in the last three months. There were also increases in imports of animal and vegetable oils and fats, oilseeds, rubber and ores. Imports of semi-manufactures rose by 4 per cent. Growth in imports of chemicals has moderated in the last three months, but there were increased imports of leather, rubber manufactures and textiles.

Oil imports rose to a peak in the second quarter (when exports were high also), but have since been declining; in August-October they fell by 5 per cent.

Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1962		1963							
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	May-July	Aug.-Oct.	Aug.	Sept.	Oct.
Food, beverages and tobacco	134	123	126	141	148	147	142	145	145	138
Fuels	48	46	48	49	46	47	45	43	49	42
Basic materials	78	79	77	76	85	79	85	82	90	84
Chemicals	15	15	15	17	18	18	18	17	18	19
Other semi-manufactures	59	57	55	58	60	59	61	58	61	65
Finished manufactures	50	52	52	54	55	55	53	53	53	53
Miscellaneous	1	2	1	2	2	2	2	3	1	2
Total	385	374	375	395	412	405	408	398	420	404

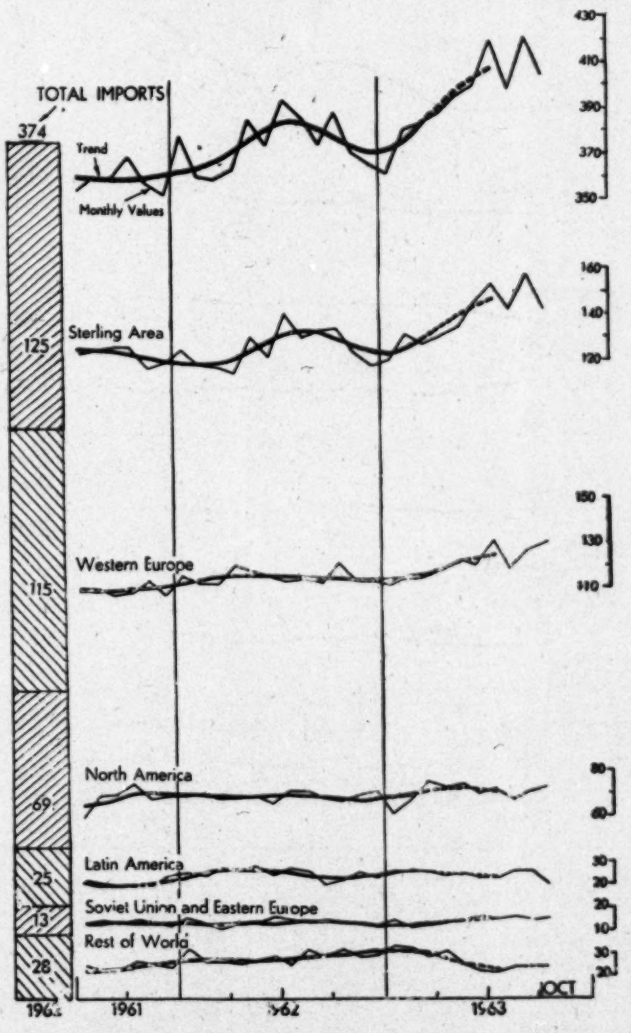
Imports of finished manufactures were 3 per cent less in August-October than in May-July. Most of the reduction was in imports of machinery, 4 per cent less, and in ships. Imports of road vehicles (mainly cars) had risen early in the year but have been easing off since mid-year and in the last three months fell by 5 per cent. Imports of clothing and footwear, on the other hand, continue to grow and were up by 14 per cent in August-October.

Sources of imports

The greater part of the increase in the last three months was in imports from sterling countries, up by 2 per cent. Imports from Australia leapt by 25 per cent and there were also increases from New Zealand and India. Imports from EFTA rose by 3 per cent, but from elsewhere in Western Europe there was little change. A slight fall from North America was mainly in imports from Canada. There were 1 per cent increases in imports from Latin America *(Continued at foot of next page)*.

Imports: areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1962		1963							
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	May-July	Aug.-Oct.	Aug.	Sept.	Oct
Sterling Area	134	125	126	137	150	144	147	142	157	142
Western Europe	113	115	114	121	126	125	125	119	127	130
North America	70	69	68	72	71	72	71	68	71	73
Latin America	24	24	26	24	25	24	24	26	26	20
Soviet Union and Eastern Europe	13	13	12	15	15	15	15	16	14	15
Rest of World	28	29	31	26	24	23	24	24	24	24
Total	385	374	375	395	412	405	408	398	420	404

Orders, deliveries, production and exports in the engineering industries in September

THE FIRST ESTIMATES for September indicate a continuing high rate of ordering in the industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification). New export orders were more than a fifth higher than in September 1962, about the same rate of increase on a year earlier as in the three months July to September. After dipping in the first quarter of this year new export orders rose sharply from April and for the months January to September as a whole there was an overall increase of 7 per cent on the comparable 1962 level. Export deliveries were still rising in September; in the period January to September they were also 7 per cent greater than a year earlier. A further rise in September brought export orders on hand to the highest level recorded. New home orders in September were below the level of September 1962 but for the third quarter they were 14 per cent greater than a year earlier. In the preceding six months the increase in new home orders on a year earlier had been 9 per cent. Home deliveries in September showed a small increase on the previous year for the third month running, suggesting a firm upward trend. Home order books, unchanged during September, were 8 per cent greater than in September 1962.

It is provisionally estimated that production in the engineering and electrical goods industries in September was 2 per cent higher than in September 1962, giving an increase of about 3 per cent on a year earlier for the third quarter. There are indications that output is beginning to rise in mechanical engineering as well as continuing to grow in electrical engineering.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1962 1st quarter	121	130	125	130	137	124	118	128	125
2nd quarter	120	122	125	129	124	127	117	121	124
3rd quarter	119	115	117	129	118	119	116	113	116
4th quarter	115	115	126	129	133	132	109	108	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter*	127	132	122	133	140	125	124	129	121
1962 April	121	118	118	130	121	128	118	117	115
May	121	120	124	126	102	126	119	126	123
June	120	127	133	129	152	128	117	118	134
July	119	110	119	130	132	123	115	102	117
August	119	100	100	131	106	98	114	98	100
September	119	137	135	129	117	138	116	144	134
1963 April	120	136	113	128	168	128	117	125	108
May	122	140	125	128	136	134	120	141	121
June	123	139	133	128	133	137	121	141	132
July*	123	126	123	128	139	128	121	122	121
August*	126	130	106	132	139	106	124	126	106
September*	127	141	137	133	142	141	124	141	136

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(Tables continued on next page)

UNITED KINGDOM TRADE IN OCTOBER, continued

and in imports from Eastern Europe and a rise of 4 per cent in imports from the rest of the world.

Notes:

Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should be made to the Statistics Division (seasonal adjustment), Board of Trade, Room D.53, Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on November 26*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for December, † due to be published on or about December 27.

*Accounts relating to Trade and Navigation of the United Kingdom, October 1963. H.M. Stationery Office. Price 30s., by post 31s.
†Report on Overseas Trade published by H.M. Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1962 1st quarter	124	125	123	101	124	132	121	1962 1st quarter
2nd quarter	125	124	127	107	123	131	120	2nd quarter
3rd quarter	117	115	119	94	123	131	120	3rd quarter
4th quarter	127	123	134	101	118	130	114	4th quarter
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	121	130	111	127	130	126	2nd quarter
3rd quarter	120*	..	..	97	131*	135*	130*	3rd quarter
1962 April	119	118	121		124	131	122	1962 April
May	125	123	128		124	128	122	May
June	131	131	131		123	131	120	June
July	118	117	119		122	132	118	July
August	99	98	102		122	133	118	August
September	133	131	137		123	131	120	September
1963 April	114	111	121		124	130	122	1963 April
May	127	123	134		126	130	125	May
June	132	128	137		127	130	126	June
July	121*	..	..		128*	132*	127*	July
August	103*	..	..		130*	135*	128*	August
September	135*	..	..		131*	135*	130*	September

* Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

EXPORT DRIVE

For trade with the East consult

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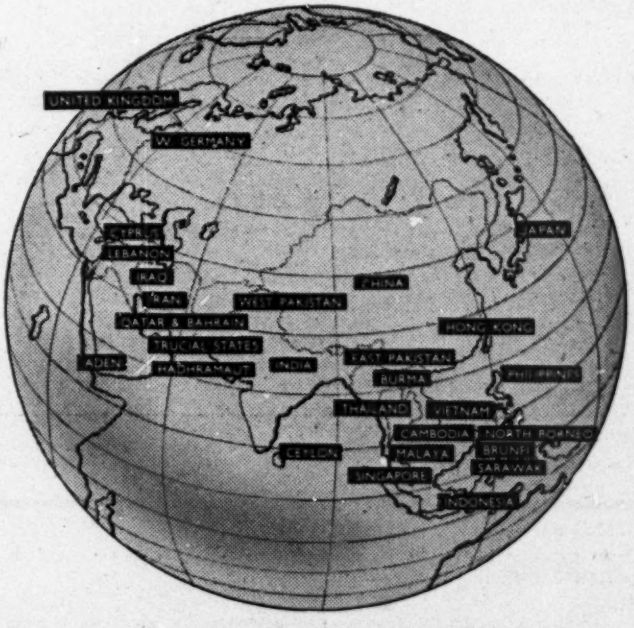

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Index of industrial production for September

THE PROVISIONAL INDEX of production for September, prepared by the Central Statistical Office, is 121 (seasonally adjusted). The upward trend in production continued in September. In the third quarter of 1963 the seasonally adjusted index for all industries was about three per cent higher, and that for manufacturing industries three and a half per cent higher, than in the second quarter. Compared with the third quarter of 1962, the index for all industries shows a four per cent increase, and that for manufacturing industries a rise of four and a half per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total all manufacturing industries	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
Unadjusted:														
1962 2nd quarter	117	97	118	116	112	124	130	118	132	118	125	89	117	103
3rd quarter	110	86	110	110	108	113	126	121	126	108	117	85	101	97
4th quarter	117	99	118	115	113	119	131	122	133	116	127	84	110	103
1963 1st quarter	115	97	116	108	109	106	134	120	137	118	126	80	118	106
2nd quarter	119	98	120	118	112	129	140	127	142	119	124	78	124	107
3rd quarter (prov.)	114	85	115			121			137	112	120	75	111	
1963 July	112	86	113	115	108	128	135	119	137	110	121	77	105	94
Aug.	105	73	104	110	108	114	127	116	129	99	103	75	100	92
Sept. (prov.)	125	97	128			120			145	127	135	74	127	
Seasonally adjusted:														
1962 2nd quarter	115	95	115	112	110	115	128	118	129	115	124	88	111	101
3rd quarter	116	96	116	112	111	114	131	122	133	116	124	87	111	104
4th quarter	115	96	116	113	110	117	131	121	133	114	122	84	114	101
1963 1st quarter	112	93	114	112	110	115	131	120	132	115	125	79	112	102
2nd quarter	117	96	118	114	110	120	138	128	140	116	123	78	117	105
3rd quarter (prov.)	121	96	122			122			143	120	128	77	122	
1963 April	116	96	116	112	107	121	139	127	140	112	117	76	115	106
May	118	97	118	113	111	116	137	128	138	117	126	78	118	103
June	118	95	119	117	113	124	140	129	141	117	125	78	118	106
July	120	95	121	116	114	121	140	117	144	120	127	79	122	108
Aug.	121	97	122	117	114	123	141	118	144	119	128	77	118	109
Sept. (prov.)	121	96	122			121			141	121	128	74	125	
April-June (av.)	117	96	118	113*	110*	120	136*	124*	140	116	123	78	117	104*
July-September (av.) (prov.)	121	96	122	117*	114*	122	140*	121*	143	120	128	77	122	108*

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
Unadjusted:															
1962 2nd quarter	112	111	116	106	103	97	113	130	132	126	113	126	122	123	113
3rd quarter	101	100	107	104	98	89	118	122	127	115	113	113	115	124	102
4th quarter	109	107	117	113	112	99	117	127	129	123	114	128	121	117	139
1963 1st quarter	109	107	119	111	108	101	118	116	111	122	90	123	123	100	162
2nd quarter	112	110	118	110	108	98	115	131	136	123	113	129	127	124	117
3rd quarter (prov.)		107		108	104	91	120					118			106
1963 July	101	99	106	103	100	91	111	129	133	123	117	119	114		102
Aug.	99	99	99	97	95	78	104	117	126	103	104	107	106		101
Sept. (prov.)		124		125	117	104	144					130			114
Seasonally adjusted:															
1962 2nd quarter	108	107	113	107	104	97	115	127	129	124	113	123	119	122	124
3rd quarter	110	109	115	109	104	96	120	126	130	121	113	124	120	123	124
4th quarter	108	106	114	110	106	96	118	125	129	119	108	125	119	117	127
1963 1st quarter	105	103	116	107	106	97	112	116	112	123	96	119	124	101	138
2nd quarter	108	106	115	110	108	98	116	128	133	121	113	126	124	123	128
3rd quarter (prov.)		116		114	112	99	122					130			129
1963 April	107	106	113	108	106	98	113	126	129	122	112	125	123		130
May	107	105	115	110	109	99	112	130	132	128	110	126	122		129
June	110	108	118	113	109	99	123	127	136	113	117	128	126		124
July	115	114	120	113	111	99	119	127	132	120	117	132	126		127
Aug.	117	117	120	116	113	99	124	134	140	124	110	130	121		129
Sept (prov.)		118		114	111	99	124					129			130
Apr.-June (av.)	107*	106	115*	110	108	98	116	125*	126*	123*	106*	126	123*		128
July-Sept. (av.) (prov.)	114*	116	119*	114	112	99	122	130*	136*	119*	105*	130	124*		129

* Latest available three months (June-August) and previous three months (March-May).

N. Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for September 1963, produced by the Ministry of Commerce, is 128 (1958 = 100). This is three points higher than the index for August 1963, and two points higher than the index for September 1962.

The index numbers of the main industrial groups in September 1963, with the increase or decrease on September 1962, shown in brackets are: textiles 126 (+4 points); clothing 132 (−4); engineering and metals 106 (+6); food, drink and tobacco 124 (+1); timber and furniture 116 (+7); other manufacturing industries 193 (−16); construction 145 (−4); gas, electricity and water 129 (+7).

Retail sales in N. Ireland in September

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in September was 7 per cent higher than a year earlier, compared with increases of 4 per cent in May to July inclusive and 3 per cent in August. In the third quarter as a whole, sales were 4 per cent higher than a year earlier, compared with 3 per cent increase in the second quarter.

Sales by food shops in September were 5 per cent higher than a year earlier, while clothing and footwear and household goods shops showed large increases on a year earlier of 12 per cent and 20 per cent respectively.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester Street, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1961 Year	100		100		100		100		100	
1962 Year	103	+3	105	+5	100	Nil	104	+ 4	101	+1
1962 Third quarter	100	+2	103	+6	92	Nil	100	— 2	99	—1
Fourth quarter	117	+5	111	+5	105	+ 7	116	+ 9	121	+3
1963 First quarter	97	+4	106	+4	88	+ 6	96	+ 1	86	+1
Second quarter	105	+3	110	+5	105	+ 3	102	— 2	98	+2
Third quarter	104	+4	107	+3	100	+ 8	108	+ 8	102	+3
1963 January	94	+4	105	+6	84	+ 6	89	— 2	86	+1
February	96	Nil	108	+3	86	— 1	98	— 3	84	—2
March	100	+7	107	+4	95	+15	101	+ 7	89	+4
April	102	+1	108	+5	99	— 6	94	+ 1	96	Nil
May	110	+4	114	+6	115	+ 3	112	+ 2	99	+4
June	104	+4	109	+5	100	+14	102	—10	100	+3
July	101	+4	104	+4	92	+ 4	102	+ 6	104	+5
August	105	+3	108	+2	103	+ 8	105	— 2	103	+1
September	106	+7	109	+5	104	+12	116	+20	99	+2

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

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Linen for July—September 1963.

Production of cars and commercial road vehicles in October

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including October 1963, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production

Number

	No. of weeks	Passenger Cars (including taxis)		Commercial Road Vehicles			
				Goods		Omnibuses, Coaches and Trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1959	52	1,189,943	22,884	353,105	6,790	17,379	334
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,749,426	24,027	408,514	7,856	16,590	319
1962 1st quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
1962 August	4	93,940	23,485	29,792	7,448	1,146	287
September	5	131,949	26,390	41,872	8,374	1,688	338
October	4	92,786	23,197	33,427	8,357	1,341	335
1963 August	4	103,664	25,916	22,633	5,658	917	229
September	5	168,464	33,693	41,748	8,350	1,756	351
October	4	140,937	35,234	32,535	8,134	1,455	364

Exports

Number

	Passenger Cars (including taxis)	Commercial Road Vehicles	
		Goods	Omnibuses, Coaches and Trolleybuses
1959	568,971	122,569	4,858
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,792	140,728	7,413
1962 1st quarter	141,762	36,236	2,011
2nd quarter	146,500	38,205	2,008
3rd quarter	130,262	32,004	1,636
4th quarter	126,268	34,283	1,758
1963 1st quarter	150,305	30,944	1,882
2nd quarter	150,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
1962 August	36,750	8,982	559
September	44,429	10,460	618
October	47,256	12,313	640
1963 August	41,570	11,332	626
September	47,611	10,188	500
October	58,914	13,756	551

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 2410, *Board of Trade, Horse Guards Avenue, London, S.W.*1 (*Tel. Trafalgar* 8855, *Ext.* 2192). *Telegrams and cables should be addressed 'Boneblack, London.'

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Statistics of income and finance of unquoted companies

THE BOARD OF TRADE'S Statistics Division is planning to extend the analysis of company accounts to include unquoted companies. The analysis which appears each quarter in the *Board of Trade Journal* is at present confined to quoted companies.

As a first step the Board has written to a sample of unquoted companies which, under the provisions of the Companies Act, 1948, are not exempt from submitting their accounts to the Registrar of Companies, asking them whether they can provide an additional copy of their accounts for this statistical work. The companies selected are those among the large unquoted companies which do not appear to be subsidiaries of companies with United Kingdom stock exchange quotations and which are operating mainly in manufacturing and distribution in the United Kingdom. The companies are being asked to confirm the industry group in which they are mainly operating.

New companies registered in October

BELOW ARE details of new companies registered in Great Britain during October, 1963 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	1	2,535	2,536
£1,000 and under £10,000	—	1,120	1,120
£10,000 and under £50,000	3	180	183
£50,000 and under £100,000	—	12	12
£100,000 and under £1,000,000	1	12	13
£1,000,000 and above	1	1	2
Total number	6	3,860	3,866
Total amount in Nominal Capital	'000's £1,470	'000's £8,628	'000's £10,098

Companies registered in Great Britain in 1962–1963

	1962		1963	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,354	15,038	3,178	8,336
February	2,530	7,667	3,250	6,766
March	3,552	10,032	3,927	10,470
April	2,697	6,924	3,698	8,253
May	3,165	8,572	3,642	8,459
June	2,731	36,710	2,995	7,182
July	2,954	6,989	3,722	9,133
August	2,806	8,625	3,089	8,481
September	2,538	15,806	3,159	7,313
October	2,909	6,409	3,866	10,098
November	3,252	7,092		
December	2,903	12,846		
Total	34,391	142,710		

Increase in overseas visitors to Britain

BRITAIN ATTRACTED 195,260 overseas visitors in September – four per cent more than in the same month last year, reports the British Travel and Holidays Association. The September arrivals brought the total number of overseas visitors to Britain in the first nine months of the year to 1,778,700, which was an increase of ten per cent.

Visitors from the United States in September numbered 50,030. This was a rise of 11 per cent on the month and brought total United States arrivals in the January-to-September period to 432,350 – an increase of 11 per cent. There were 86,720 visitors from Europe in September, which was seven per cent more than in the same month last year and brought the total number of European arrivals in the first nine months to 873,340 – an increase of 12 per cent.

World Export Prospects

Prospects in the Middle East for the United Kingdom exporter are reasonably good and, providing that political stability can be maintained, British exports should improve.

This is one conclusion reached by our Intelligence Department in a concise, illustrated report on World Export Prospects, covering not only the Middle East but also all the other main trade areas of the world. Many aspects of export trade are considered in this report, all of importance, particularly to firms expanding their overseas business. Copies of the report can be obtained from any of our branches; alternatively please get in touch with any of our specialised foreign branches:

London: Chief Foreign Branch,
168 Fenchurch Street, EC3
West End Foreign Branch,
1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
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Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
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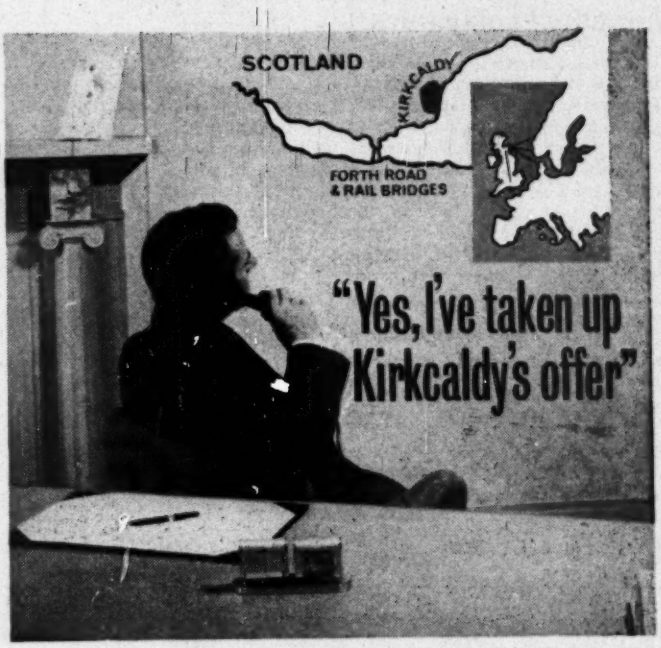

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British Trade Correspondents in the Eastern Caribbean

THE BOARD OF TRADE announce a change in their representation in the Eastern Caribbean. With effect from November 30, 1963 the services of the British Trade Correspondents in Antigua, Barbados, Dominica, Grenada, British Guiana, Montserrat, St. Kitts, St. Lucia, St. Vincent and the British Virgin Islands have been discontinued.

The Principal British Trade Commissioner, who has hitherto supervised the work of the Trade Correspondents is now dealing direct with all questions effecting the promotion of British exports to these territories.

The address of the Principal British Trade Commissioner in the Eastern Caribbean is Furness House, 90, Independence Square, P.O. Box 225, Port of Spain, Trinidad. The telegraphic address is Trincom, Port of Spain and the telephone numbers are 32961/6 and 52861/6.

COMET trade mission to Middle East

LORD INCHCAPE, Chairman of the Council for Middle East Trade, is to lead a British Trade Mission which will visit Saudi Arabia in December. The mission, organized by the Council for Middle East Trade, will include Sir Tom Hickinbotham of Eastern Bank Ltd.; Mr. K. H. Thompson, Telephone Cables Ltd. (nominated by the Association of British Chambers of Commerce); Mr. V. Harper, Austin Motors Export Corporation (nominated by the National Association of British Manufacturers); Mr. E. A. Dilley, Taylor Woodrow (Overseas) Ltd. (nominated by the Federation of British Industries); and Sir Gawain Bell, Secretary-General of the Council.

The mission leaves London on December 1, and after spending ten days in Saudi Arabia will go on to Aden under the leadership of Sir Tom Hickinbotham. At Jidda, Riyadh, Dhahran and Aden, the mission will meet Ministers, Government officials, commercial bankers, leading merchants and industrialists. They will also visit Chambers of Commerce and meet representatives of the United Nations Technical Assistance Mission in Saudi Arabia.

Stamp for Commonwealth Pacific telephone cable

A symbolic globe, traversed by a broad line representing the cable, will be a main feature of the design of the 1s. 6d., special stamp to be issued by the General Post Office on December 3 to mark the opening of the Commonwealth Pacific Cable (COMPAC). The cable, which will be opened with a recorded message by H.M. the Queen, runs from Vancouver in Canada, via the Fiji Islands, to Australia and New Zealand. These points are represented by white dots on the design. The stamp was designed by Peter Gauld on the basis of the stamps which will be issued by Australia and New Zealand to mark the same occasion.

Imports of cotton textiles from Hong Kong

Discussions between representatives of the British and Hong Kong cotton textile industries have been concluded, the Cotton Board announced on November 23. The purpose of the discussions, which opened in London on November 13, was to consider the British Cotton Board's request for a greater degree of categorization in Hong Kong's cotton textile exports to Britain under the restraint agreement which came into force on January 1, 1963.

After a detailed and friendly consideration of the problems involved, agreement was reached by the two delegates on a measure of categorization for cotton yarn, piece-goods and made-up goods which they would recommend to their respective organizations for approval. The British delegation was led by Mr. J. M. H. Grey of the Cotton Board and the Hong Kong delegation by Mr. Y. L. Yang of the Hong Kong Cotton Advisory Board. Representatives of the British and Hong Kong Governments attended the meetings as observers and advisers.

Note: No details of the proposed arrangements will be made available until they have been considered both by the Cotton Board and by the Cotton Advisory Board.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 22, 1963.
Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
Look at Life Series 19: *Holiday Camps*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28938	10	November 18
Pathe Pic. Series 446/468: *Pathe Pic. No. 468*	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 28945	8	November 21
Pathe News 63-93	" "	" "	Br/E 28584	8	November 22
Pathe News 63-94	" "	" "	Br/E 28585	7	November 22
Movietone News 1797A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28531	7	November 22
Movietone News 1798	"	" "	Br/E 28532	7	November 22
	FOREIGN				
Diary of a Madman	United Artists Corporation Ltd.	Admiral Pictures Inc.	F 28939	97	November 19
Splitlevel Treehouse	Twentieth Century Fox Film Co. Ltd.	Terrytoons Inc.	F 28940	6	November 20
Spooky-Yaki	" "	" "	F 28941	6	November 20
Green Gold	" "	Movietone News Inc.	F 28942	9	November 20
Rangers of Yellowstone	" "	" "	F 28943	9	November 20
Toys in the Attic	United Artists Corporation Ltd.	Mirisch-Claude Productions Inc.	F 28944	90	November 20
Sword of the Conqueror	" "	Titanus Productions	F 28946	85	November 21
Charge of the Black Lancers	E. J. Fancey Productions Ltd.	Universal Orb Etablissement	F 28947	97	November 21
The Shame of Patty Smith	Grand National Pictures Ltd.	Impact Films Incorporated	F 28948	89	November 22
The Stranger	" "	Corman Productions Incorporated	F 28949	80	November 22

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters many wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the approprate Regional office of the Board.

Questions asked and answered in Parliament

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, NOVEMBER 20

Runcorn new town

Mr. Edward Heath, the Secretary of State for Industry, Trade and Regional Development, was asked to what extent the powers of the Local Employment Acts 1960 and 1963 would apply when Runcorn was designated a new town. In reply Mr. David Price, Parliamentary Secretary, Board of Trade, said that when Runcorn was designated a new town, undertakings there would be eligible for assistance under the Acts to the extent that they provided employment for workers moving to Runcorn from Liverpool under the overspill arrangements, so long as Liverpool remains a development district. Projects in Runcorn likely to recruit workers travelling daily from neighbouring development districts would also continue to be eligible for assistance, as at present.

THURSDAY, NOVEMBER 21

Industrial development

Asked what consideration he had given to the establishment of regional planning authorities, the Parliamentary Secretary replied: 'In his speech in the debate on the address on November 14 the Secretary of State gave a general indication of the organization through which he proposes to discharge his responsibilities in relation to regional development. He does not contemplate the establishment of regional planning authorities.'

In answer to a further question on how many growth firms he had seen since June 1963; and how many of these, at his suggestion had undertaken new projects in West Cumberland and in particular Whitehaven and Cleator Moor, the Parliamentary Secretary said that a review of the progress of the talks with leading companies about their prospects for expansion in the development districts had been given by the Secretary of State on October 24. Of the 73 meetings held with these companies 50 took place between June and September 1963. None of these companies had undertaken new projects in West Cumberland since these meetings.

Trading stamps

The Secretary of State was asked whether in the interest of consumers he would introduce legislation to prohibit trading stamps. In reply he said he did not think there was any need for the Government to intervene in what seemed to be essentially a controversy between retailers. The Committee on Consumer Protection last year reaffirmed the view of an earlier Committee that trading stamps were not detrimental to the public interest. The Consumer Council had informed him that they did not consider that the effect of stamp trading on the consumer at present required the Council to take up a position on this method of selling. H.M. Government with the Consumer Council would, of course, both keep a close watch on any further developments.

Anglo-Soviet trade

In reply to a questioner who asked if an assurance could be given that British trade with the Communist countries would not be restricted because of United States pressures, the Secretary of State said that H.M. Government's policy remained unchanged.

Trade with the Commonwealth

The Secretary of State was asked if he would publish the information in his possession showing to what extent United Kingdom trade with the Commonwealth had suffered over the last ten years as a result of the United States, West Germany, the Netherlands, the Union of Soviet Socialist Republics, Czechoslovakia, and other exporters of manufactured products gaining access to traditional British markets by means of tied loans and long-term credits. In reply Mr. Edward du Cann, Minister of State, Board of Trade, said no information was available to show the extent to which British trade with Commonwealth countries might have suffered because of tied or long-term credits accorded to them by other countries.

Machine-tool industry production

Asked what steps he was taking to ensure that the productive capacity of the machine-tool industry was more fully utilized, the Parliamentary Secretary said that steps had already been taken to stimulate industrial investment and these were expected to lead to a fuller use of capacity in the machine tool industry.

British steel and the EEC

In reply to a questioner who asked what representations had been made against the proposed imposition of higher tariffs and other restrictions by the European Coal and Steel Community on imports of British steel into the countries of the European Economic Community, the Minister of State said: 'No proposals for the imposition of higher tariffs and other restrictions have been put to us nor, so far as I know, have any been agreed by the Community. We have expressed our concern about possible measures of this kind both to the High Authority of the European Coal and Steel Community and in the capitals of Members of the Community.'

Performing Right Tribunal

The Secretary of State was asked if he was aware that it was not possible for the Performing Right Tribunal to meet between mid-November 1963 and mid-March 1964, because no quorum could be found during those four months; and whether, in view of the inconvenience to those concerned with this tribunal, he would arrange for some additional appointments or increase of remuneration which would enable a quorum to be found more readily. In reply the Parliamentary Secretary said: 'The information is that it would not have been impossible to find a quorum during this period and that dates were offered in November and December but were not acceptable. March 16 was then found to be convenient to all concerned. The Chairman and members of this Tribunal are necessarily appointed on a part-time basis and have other unavoidable public commitments. Hearings need to be arranged well in advance on dates which suit the convenience of the parties and their legal advisers as well as the Tribunal. The Tribunal already has the full complement of members allowed by the Copyright Act and there is no reason to think that an increase in remuneration would make any difference.'

In reply to a further question concerning the number of references made by individual users of music and by trade protection associations since the establishment of the Tribunal, it was stated that there were seven cases. In four of these the referors were associations. In the remainder they were limited companies.

FRIDAY, NOVEMBER 22

Grants to industry

The Secretary of State was asked what was the internal organization of those divisions of his department which were responsible for carrying out the necessary procedure before authorizing grants to companies prepared to establish their factories in a development area; what negotiations involving other departments had to take place; and what had been the average length of time between the original application for a grant and its authorization. In reply, the Parliamentary Secretary said, 'At Headquarters the administration of the Local Employment Acts, 1960 and 1963, under which the grants are made is dealt with the Division in the Secretary of State's Department concerned with distribution of industry, in co-operation with its Finance Division. An Under-Secretary is in charge of each division. The Board of Trade Advisory Committee are consulted on all building grant cases and on those where application is made for grants under Section 4 of the Local Employment Act, 1960. Consultation also takes place with the Regional Office concerned, and where appropriate, with the Treasury and the Ministry of Public Building and Works. As regards the past part of the Question, I would refer to the answers given on November 18 to the hon. Member for Stockton-on-Tees.'

In reply to a further question the Parliamentary Secretary said that before an application for a building grant could be accepted for consideration the Board must satisfy themselves that the undertaking would provide suitable additional employment and that the cost involved from public funds was reasonable in relation to that employment. The Board also required details of the building, and such other information as would establish that the applicant was able to meet the balance of the cost of the factory without leaving himself insufficient finance for his requirements for the cost of plant and for working capital. The questions to be answered varied according to whether the applicant was a public company, a private company, or an individual or partnership.

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British overseas commercial representatives' visits during December 1963 to February 1964

THE FOLLOWING British overseas commercial representatives are expected to be in this country during December 1963 to February 1964.

ARGENTINA (Buenos Aires)	*M. R. Cafferty	Second Secretary (Commercial)	December/January	Has served as Assistant British Trade Commissioner in South Africa (Johannesburg and Pretoria).
CANADA (Toronto)	*A. J. Stroud	British Trade Commissioner	February (London only)	Has served as Assistant British Trade Commissioner in South Africa (Pretoria) and as British Trade Commissioner in Johannesburg.
CHILE (Santiago)	H. T. Kennedy	First Secretary (Commercial)	London only late January	Has served as First Secretary (Commercial) in Yugoslavia (Belgrade) and Argentina (Buenos Aires).
KENYA (Nairobi)	J. H. Greenfield	Assistant British Trade Commissioner	January/February	Has also served in the British Trade Commission in Pakistan (Lahore).
MALAYSIA (Kuala Lumpur)	J. R. Cross	Senior British Trade Commissioner	January/February	Previously British Trade Commissioner in India (New Delhi) and Canada (Halifax and Winnipeg).
NEW ZEALAND (Christchurch)	A. Vine	British Trade Commissioner	January	Previously British Trade Commissioner in Canada (Toronto).
PERU (Lima)	A. H. Spire	First Secretary (Commercial)	February	Previously First Secretary (Commercial) in Turkey (Ankara).
RHODESIA AND NYASALAND, FEDERATION OF (Salisbury)	*D. G. S. Browne	British Trade Commissioner	February (London only)	Has served as Assistant British Trade Commissioner in Canada (Montreal).
SOUTH AFRICA (Johannesburg)	*J. A. Watkinson	Vice-Consul (Commercial)	February/March	In present post since 1961.
(Pretoria)	N. W. Lomas	Second Secretary (Commercial)	February/March	Has served in the Trade Commissioner's office in Trinidad and as Assistant British Trade Commissioner in Australia (Melbourne).
SYRIA (Damascus)	J. C. M. Mason	First Secretary (Commercial)	January/February	In present post since 1962.
WEST INDIES (Trinidad)	G. Booth	Principal British Trade Commissioner for the Eastern Caribbean.	January	Previously British Trade Commissioner in Canada (Toronto).

* Not returning to Post.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, Horse Guards Avenue, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Clarendon House, Clayton Street West, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

Yorkshire and Lincolnshire Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355. Telex No. 25991.)
Barry Kay, C.B.E.

South Western Region
Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester 1 (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
40 George Street, Glasgow. C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

NEW BOOKS

Restraint of trade in the Common Market

THE PROVISIONS of the Treaty of Rome for controlling monopolies and restrictive trade practices within the European Common Market continue to attract a great deal of attention in this country and the United States; and there has been a steady flow of books and articles on the subject, especially since the detailed regulations for implementing the rules of competition were made last year. This is doubtless because firms in countries which are not members of the Common Market may yet find themselves subject to the Common Market's anti-trust laws, if they enter into agreements with firms in countries which are members – agreements that may be held to be harmful to trade between Member States. The latest book to appear, **Cartel Law of the European Economic Community** by F. Honig, W. J. Brown, A. Gleiss and M. Hirsch (Butterworth, 35s.), is based upon a work published in Germany by Gleiss and Hirsch. It takes the form of a detailed commentary on Articles 85 and 86 of the Treaty of Rome and Regulations Nos. 17, 26, 27 and 141 of the EEC Council. It runs to 180 pages and includes the texts of these and other documents. *Common Market Law* by A. Campbell and D. Thompson (Stevens, 1962), because of its wider scope, inevitably treats this particular topic in less detail; but it is being kept up to date by supplements – the first supplement dealing with developments up to the end of 1962, having appeared earlier this year (main work with supplement, £4 4s.).

Both the foregoing books are essentially legal text books. A briefer guide intended for the businessman, is *European Economic Community Restrictive Trade Practices*, published by the Federation of British Industries. A second edition of this 90-page booklet was published in February. It deals particularly with the position of British enterprises. (Copies: 12s. 6d. from the FBI, 21 Tothill Street, London, S.W.1.) Another book published in 1962, *Registration of Commercial and Licence Agreements in the Common Market* by A. K. Lewis and J. A. Kemp (Butterworth, 30s.), while covering the whole ground and reprinting the usual documents, emphasized registration procedure. The European Community's own brief guide to registration appeared in English translation with the title *Articles 85 and 86 of the EEC treaty and the Relevant Regulations: a Manual for Firms* (Copies 5s. 9d., by post 6s. 1d., from H.M. Stationery Office and Government bookshops). Another new book, **Comparative Aspects of Anti-Trust Law in the United States, the United Kingdom and the European Economic Community**, is the report of a conference held last June by the British Institute of International and Comparative Law. Among the 14 contributions are papers dealing with anti-trust policy and with the system of enforcement in each of the three jurisdictions. Other papers discuss mergers in the United States, extra-territoriality and anti-trust law in the United States, and the extra-territorial jurisdiction of our own Restrictive Practices Court. The report is published as *International and Comparative Law Quarterly Supplementary Publication No.* 6 by Stevens (price 21s.). The question of enforcement is also discussed at some length in a 26-page article 'Competition Policy in the Common Market' by D. L. McLachlen and D. Swann which appeared in the March 1963 issue of *The Economic Journal* (Macmillan, 15s.).

The Foreign Investor in Portugal is a new booklet in English by the Banco Portugues do Atlantico. Part One, 'The Portuguese Economic Picture', is a digest of statistics and general information on all subjects which have a bearing on the overall economic situation. Part Two, 'The Establishment and Operation of a Business Organization in Portugal', gives more information and greater detail on the industrial and financial situation in the country. The booklet, which is illustrated, concludes with a tentative estimate of costs and overhead charges of a business in Portugal. Copies: free from Banco Portugues do Atlantico, Oporto.

Buyer's Market – How to Prepare for the New Era in Retailing, by Leonard M. Harris, is a study of the retail situation in Britain, produced in collaboration with Mass-Observation Ltd. The author suggests that notwithstanding the many changes in retailing organization and techniques that have already taken place in recent years – in particular the rapid development of the supermarket, the self-service store and the discount house – there are still further developments in retailing to come. He examines first the present structure of retailing and the changes that have taken place in the last decade, including the expansion of trading-stamp trading, and the rise of interest in the field of consumer protection. He then deals with the reactions of consumers to the present structure and techniques of retail business; in this section he says that, while there now exists an efficient system of distribution for those items of merchandise in which the main consideration is to keep prices to a minimum, little new thinking has been done about merchandise which should be marketed on some other basis – e.g., on a basis primarily of quality or service. Finally, the book suggests a programme of development in retailing designed to improve the balance of the present structure and to conform more closely with the needs and wishes of the public. Copies: 35s. from Business Publications, 180 Fleet Street, London, E.C.4.

The Machine Tool Trades Association's **The British Machine Tool Industry** is 'a background and policy statement' which has been published to help in correcting what the Association believes to be a general unawareness of the degree to which machine tools have been developed beyond their original manual uses. The 22-page booklet sketches in simple terms the structure, efficiency and achievements of the machine tool industry, and suggests a programme of future policy for growth, standardization and rationalization within the industry. Copies: free from the Machine Tool Trades Association, 25/28 Buckingham Gate, London, S.W.1.

A recent addition to the Organization for Economic Co-operation and Development's series *Documentation in Agriculture and Food*, is the 540-page volume **Organization and Structure of the Milk Markets in OECD Member Countries**. This provides for the first time a comprehensive and detailed factual analysis of milk marketing in Western Europe. The bulk of the volume consists of chapters describing the organization and structure of the markets for milk and milk products in each of 18 European countries (including the United Kingdom), with some statistics of production, utilization and trade in each case. These chapters are preceded by a General Report of about 120 pages, which draws conclusions from the 'country' chapters and examines the possibilities of stabilizing the market for dairy products and of bringing about an international integration in solving milk marketing problems. Copies: 30s., by post 31s. 6d., from H.M. Stationery Office and Government bookshops.

Other publications

BIRMINGHAM AND WEST MIDLANDS CHAMBERS OF COMMERCE TRADES DIRECTORY 1963/64. 380p. Birmingham Chamber of Commerce, 75 Harborne Road, Edgbaston, Birmingham 15. 12s. 3d.

COUNCIL OF INDUSTRIAL DESIGN. EIGHTEENTH ANNUAL REPORT 1962-63. 43p. H.M. Stationery Office and Government bookshops. 3s., by post 3s. 7d.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

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With the advent of the E.E.C. there has been a growth of a new body of European law regulating commercial transactions; whether or not Britain joins the Community this law is bound to affect British firms trading with the Continent. This new book clearly explains the cartel law of the E.E.C. as it affects Britain now and as it would affect her if she became a Member. As *Machinery Lloyd* says, 'Every sales manager and businessman who deals with the European Common Market, or plans to do so at a later date, will have to read this book.'

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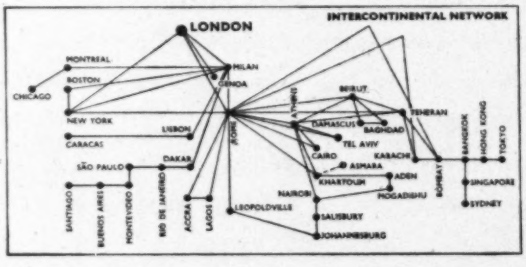

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Government surplus sales by auction

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Dec. 19	528.187 acres of valuable freehold land and buildings, part offered with vacant possession and part subject to tenancy.	East Moor Airfield, Sutton-on-the-Forest, York.	R. M. English & Son Ltd., Pocklington, Yorkshire. (Tel. Pocklington 2106 and 3198).
Dec. 19	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle and RCAF, Prestwick.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).
1964			
Jan. 9	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
Jan. 22	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

WAR OFFICE

1963	Stores	Location	Auctioneers
Dec. 3	Clothing and textiles and miscellaneous stores.	Command Ordnance Depot, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).
Dec. 5	Saloon cars, trailers and trucks, etc. . .	Command Vehicle Park, Long Kesh Aerodrome, Hillsborough, Co. Down, Northern Ireland.	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, N. Ireland. (Tel. Belfast 30433).
Dec. 5	Tentage and canvas and miscellaneous stores including:	W.D. Storage Depot, Rotherwas, Hereford .	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366).

Lathes; hacksaws; grinders; presses; drilling and milling machines; Romney huts; Rapier 7½-ton mobile crane; fork lift trucks; electric platform trucks; tentage; tarpaulin sheets; water jerricans; used tyres; M.T. and aircraft spares; generators; hydraulic and other jacks; safes; electric cable and cord; electronic and wireless spares; various metal bars, tubes and plates; welding sets; electric drills; vices and other tools and tool kits; fold flat and other chairs; tables; bureaux; wardrobes; iron bedsteads and other furniture; clothing; blankets; carpets and mattresses; household equipment and a large quantity of miscellaneous stores.

Dec. 10-12	Vehicles, motor cycles, earthmoving and lifting equipment, plant ancillaries and spares.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Approximately 1,500 items including 160 saloons, limousines and estate cars (some Ford 'Anglias' and 'Populars', Morris 'Minis' and 'Minors', etc.); 116 Land Rovers and 75 Austin 'Champs' (single lots); heavy duty trucks by AEC, Foden, Leyland and Scammell; coaches; special trucks with four-wheel drive fitted winch by Humber and many other types of load carrying and dual purpose vehicles; also excavators by Lima and Ruston Bucyrus; tractors and angledozers by Caterpillar; mobile cranes by Coles, Jones, Morris, Neals, Ransome & Rapier and Taylor; snowploughs by Ford and F.W.D.; cable laying ploughs by Fraser & Fraser; fitted mobile workshops; factory trucks; trailers 8 cwts. to 50 tons; mobile tankers 200 to 2,500 gallons; and 355 lots of plant and vehicle ancillaries and spares by Allen Parsons; Austin ('Champ'), Caterpillar, Fowler, Hyster, Land Rover, Le Tourneau, Ransome & Rapier, Ruston Bucyrus, etc.; 264 solo motor cycles including Triumph 'Tiger Cubs', Trials version.

Dec. 12-13	Machine tools and miscellaneous stores .	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1963	Description of Goods	Location	Auctioneers
Dec. 3	Office and miscellaneous furnishings and domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel. Holborn 0337).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

SALE BY TENDER – EX MPBW STORE (EX ADMIRALTY STORE), CULHAM, NEAR ABINGDON

Large quantities of blocks, single, double and treble sheave; lifting jacks, shovels, picks, stone forks, crow bars, rivet holders or dollies, timber lifting dogs and clamps; steel sectional water tanks, ironmongery, builders' materials, stocks and dies, spanners; hand tools for carpenters, bricklayers and engineers.

Applications for tender documents should be made to MPBW, Supplies Division Disposals, Room 112, Southbridge House, Southwark Bridge Road, London, S.E.1, by not later than December 6, 1963.

MINISTRY OF AGRICULTURE, FISHERIES AND FOOD

1963	Stores	Location	Auctioneers
Dec. 6	*In situ* T.2 hanger and Blister hangar with planning permission.	Royal Air Force Station, Fiskerton, near Lincoln.	George Mawer & Co., Wragby, Lincs. (Tel. Wragby 209 and Market Rasen 3303).

Catalogues can be obtained, free of charge, from the auctioneer.

Exhibitions and Fairs

Success of British trade and cultural promotion in Philadelphia

A report by the British Consulate-General in Philadelphia

IN THE WINTER of 1777, a year or so after the signing of the Declaration of Independence at the Pennsylvania State House, British troops drove the revolutionary forces out of Philadelphia and occupied the city until the following year. This October, one hundred and eighty-six years later, Philadelphians saw in their newspapers such headlines as 'The British are Coming' and 'The British have Landed' together with front-page pictures of H.M.S. 'Devonshire', one of the Royal Navy's most modern guided missile destroyers, berthed in the centre of their city, and a double-decker London bus on one of its regularly scheduled tours of the City's cultural institutions.

This peaceful British re-occupation of the 'Birthplace of the Nation' occurred during 'Exposition Britannia' a series of commercial, cultural and civic events which took place throughout Philadelphia from October 12 to November 14 and which emphasized the strength of the bonds which link Britain to the fourth city of the United States.

The original plan was for a major store promotion at the John Wanamaker Department Stores, for which the Board of Trade and the Central Office of Information would provide special display features. But the climate in Philadelphia was favourable for a British occasion. Everyone wanted to help. And the final result was a city-wide manifestation.

A major Naval Visit had been requested to help launch the promotion, and H.M.S. 'Devonshire', which for other reasons was due to visit the United States, was sent first to Philadelphia for this purpose.

A Museum and Cultural Events Committee was formed consisting of the representatives of fourteen of the City's leading cultural institutions under the chairmanship of the Librarian of the Athenaeum of Philadelphia. These institutions all agreed to put on special exhibits and programmes on the theme of the common heritage of Britain and America. The whole series of events including the store promotion was then designated 'Exposition Britannia' and the Mayor of Philadelphia issued a proclamation encouraging public support.

At the centre of the whole complex was the John Wanamaker organization. In their main Philadelphia store and in their four branches in Pennsylvania, New Jersey and Delaware, British consumer goods were featured as never before in Philadelphia. Wanamakers have been buying from Britain since 1871 and their purchases from British manufacturers have always formed a major part of their total imports. This year their team of buyers and their London buying office purchased more than double their usual volume of British goods.

On October 12, the old Pennsylvania State House, now known as Independence Hall, was the scene of colourful opening ceremonies in which the British Ambassador to the United States, Sir David Ormsby Gore, and Mayor James H. J. Tate of Philadelphia and other City officials participated. Drawn up in front of the historic building was the Royal Marine band and a large detachment of British sailors from H.M.S. 'Devonshire', and in honour of the occasion the

At the opening reception for 'Exposition Britannia' at the Commercial Museum, Philadelphia, on October 14, are (left to right): Mr. J. E. Chadwick, H.M. Minister (Commercial), British Embassy, Washington; Mr. T. S. Tull, H.M. Consul-General, Philadelphia; and Mr. L. M. C. Smith, chairman, Philadelphia Board of Trade and Conventions.

Mayor bestowed upon the Captain and Ship's Company the Freedom of the City. There followed an impressive parade along Market Street to the centre city John Wanamaker store headed by a cavalcade of Rolls-Royce cars, including that used by Viscount Montgomery in North Africa. Also in the parade was a pipe band and some eighty brand new red, white and blue British cars of all makes, and, of course, the bus.

The Ambassador and Mr. Richard C. Bond, president of the store, then operated a giant switch in the Grand Court of Wanamakers which started the animated panorama over a hundred feet high depicting the 'Sights and Sounds of London'. This consisted of reproductions of the facades of seven of London's most historic buildings and Nelson's Column and Eros, which formed a background for a sound and light spectacle with constantly changing projection effects. All nine floors of Wanamakers, which occupies a whole city block, were brightly decorated and all thirty-one windows featured British goods and exhibits.

Thereafter, Philadelphians by the thousands visited the exhibits in Wanamakers, toured H.M.S. 'Devonshire' and rode the double-decker London bus which carried them free between the store and the various museums. The attractions at the museums ranged from a Reynolds painting, 'Georgiana, Duchess of Devonshire, and Her Daughter', lent by His Grace The Duke of Devonshire, and brought to Philadelphia by H.M.S. 'Devonshire', to a series of nuclear power and air, sea and land transportation exhibits at the Franklin Institute, which were formally opened by Sir John Cockcroft. At the opening reception of the Commercial Museum's exhibit, 'Britain Past and Present', 500 guests sampled British cheeses and recipes, admirably supported by British ales and spirits.

Mr. D. A. Lamb, O.B.E., a director and general manager of British Overseas Fairs Ltd., seen leaving recently for Tokyo, Japan, where he spent several days exploring the possibility of mounting a British exhibition in Tokyo during September or October, 1965. If this plan materializes, it will be the first exhibition to be mounted by a Western country in Japan since the war. Mr. Lamb afterwards flew on to Sydney, Australia, where a British exhibition is scheduled to open on September 25, 1964.

British music and musicians featured in a number of supporting events. The Royal Philharmonic Orchestra conducted by Sir Malcolm Sargent gave a gala concert of works by British composers at the Academy of Music, and the Royal Marine Band gave four public performances including one at Wanamaker's newest branch in Moorestown, New Jersey. The Regimental Band and Massed Pipers of the Black Watch closed 'Exposition Britannia' with a special performance on November 14.

'Exposition Britannia' gave the people of Greater Philadelphia an opportunity to see the best of Britain, enjoy the splendours of traditional British ceremony and examine some magnificent treasures of the British and American heritage. It presented a vibrant image of a country as strong in craftsmanship as in technology, and of a people proud of their past yet confident that they can hold their place in the vanguard of the second industrial revolution.

Details of the Amendments and Additions to the Classified Lists of Trade Fairs and Exhibitions are to be found on page 1218.

TRADE FAIRS GUIDE

A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1, Tel. Trafalgar 8855, Ext. 2631 (Ref. G.D. 1232/63).

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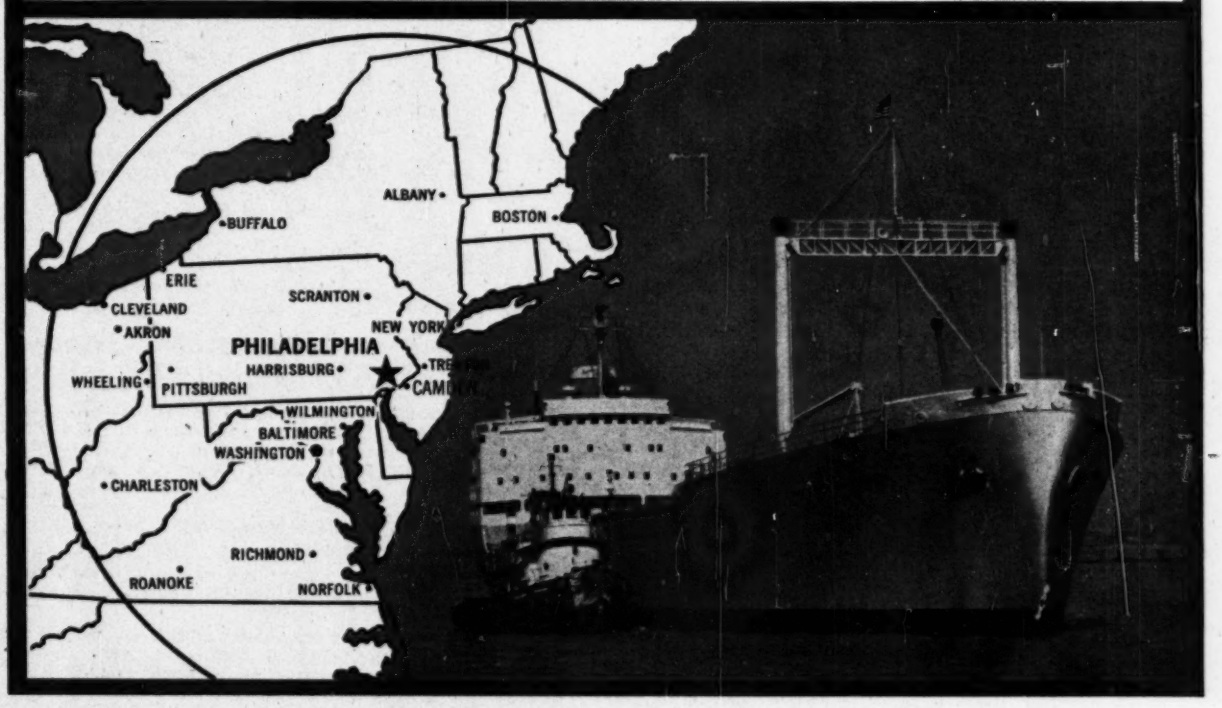

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Mr. Edward du Cann (second left), Minister of State, Board of Trade, visits one of the stands at the Fair.

Britain's success at Paris fashion show

FOR THE SECOND time this year London presented Paris with a display of a wide range of ladies' ready-to-wear clothing – this time for the coming spring and summer – at the 6th Salon International du Prêt-à-Porter Féminin held at the Porte de Versailles from November 10 to November 18. This specialized Salon, held twice a year, first became an international event in 1961 and has increased in importance each year. This time a record number of 220 exhibitors displayed their spring and summer creations over an area of 5,000 square metres. Britain led the foreign participation with 19 members from the British Fashion Export Group. Germany and Holland came next with 8 exhibitors each, and were followed by Israel, Belgium, Italy and the United States.

The British Fashion Export Group were in Paris for a second time because their initial participation was so successful. Their hopes of success in this Salon were realized; orders were taken within minutes of the Salon's opening and by the end of the Salon a substantial increase on the previous participation was confidently expected.

Those British firms which exhibited in Paris for the second time were particularly satisfied with the result of their efforts. Having already established their contacts, business was brisk from the word 'go' and they never looked backwards. This is the 'constancy to purpose' on which all worthwhile gains are built to which Mr. Edward du Cann, Minister of State, Board of Trade, referred in his speech at the reception which the British Fashion Export Group gave for buyers and the Press, after he, together with the British Ambassador, Sir Pierson Dixon, and Lady Dixon, had been shown around the Salon.

This 'constancy to purpose' has enabled British firms to exhibit in Paris with great success. British coats, suits, dresses, skirts, blouses, swimwear and maternity clothes greatly attracted French and foreign buyers who were impressed by the styles produced by Britain at such competitive prices.

The British Fashion Export Group have expressed their appreciation for the help given them in this venture by the Board of Trade. The Central Office of Information also assisted with the design and structure of the Group's Information Stand. Staffed by the Group's Secretariat, who answered inquiries about the British clothing industry from buyers of many countries.

The Salon has now closed its doors, but the work already put in by British exhibitors will be carried on through their agents in Paris and other parts of France and in other countries. The British Fashion Export Group are expecting to return to Paris again in the spring

Importance of early delivery for 'British Week' in Brisbane

THE BRITISH Trade Commissioner in Queensland reminds firms who have received orders or are seeking orders in connection with next year's 'British Week' in Brisbane that it is most important that special care is taken to effect deliveries in good time.

Two points in particular have to be borne in mind:

(a) Brisbane is frequently last port of call in Australia reached south-about via Fremantle, Adelaide, Melbourne and Sydney. Naturally shipping companies strive to maintain a regular service but circumstances can arise over which they have no control. At a terminal port any delays are cumulative.

(b) Most retail stores in Brisbane will wish to have their display of British goods set up slightly in advance of 'British Week'. Since 'British Week' falls soon after Easter next year, it follows that if goods are to reach the retail stores in Brisbane in good time they must reach the port of Brisbane before Easter, i.e. by March 27, 1964, at the latest.

It is imperative that the goodwill for things British which is being fostered by 'British Week' should not be put at risk. Indeed, the safest course in these circumstances is to assume that any goods required for the 'British Week' in Brisbane should be shipped from Britain *by the end of January* 1964

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
United Kingdom	*Nov. 1*	*Feb. 7*
Outside Europe	*Oct. 4*	*Jan. 3*
Europe	*Sept. 6*	*Dec. 13*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and Outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on November 1, October 4 and September 6 respectively.

UNITED KINGDOM

Addition:

BLACKPOOL: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 24-26, 1964

* At the Norbreck Hydro. Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851.)

OUTSIDE EUROPE

Addition:

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20, 1964.

* Apply, The Secretary, The British Chamber of Commerce of Turkey (Inc.), P.O.B. 190, Galata-Istanbul, Turkey.

EUROPE

Amendments:

The Board of Trade have been advised that the International Commercial Vehicle Exhibition will be held in Amsterdam from February 6-15, 1964, and not February 6-16 as previously shown in *Board of Trade Journal* of September 6, 1963.

The Board of Trade have been advised the Valencia Samples Fair will be held from May 1-15 1964, and not May 1-20 as previously announced in *Board of Trade Journal* of September 6, 1963.†

Additions:

BRUSSELS: INTERNATIONAL HEATING AND VENTILATING EXHIBITION – September 3-13, 1964.

* Apply, Salon International du Chauffage, 178 Avenue Louise, Brussels, 5.

BERLIN: GERMAN INDUSTRIES EXHIBITION 1964 – September 19-October 4, 1964.

* Apply, Berliner Ausstellungen Hammarskjold Platz 1-7, 1 Berlin, 19.

Overseas Trade and Exports

Spanish plan for economic development

FOLLOWING THE RECENT World Bank Report on the Spanish Economy, the Spanish authorities have published a Plan for Economic Development covering the years 1964-67.

For the economy as a whole, the aim is an annual cumulative growth rate of 6 per cent, the 1963 figures being the starting point. The sector objectives of the Plan are summarized briefly below:

Sector objectives:

1. *Education.* Building of schools, extension of universities and acquisition of audio-visual aids.

2. *Agriculture.* Improved productivity and increased mechanization. The number of tractors should rise from 93,000 in 1962 to over 200,000 in 1967.

3. *Fishing.* Modernization and extension of the fishing fleet and re-equipment of fishing ports.

4. *Energy.* Reorganization of coal mining industry. Increased production of electrical energy. Increased oil refining capacity. Building of prototype nuclear power plants and start to building of full-scale stations. Improved municipal gas supplies.

5. *Industry.* Reorganization and expansion of the following industries:

Iron and steel	Machinery
Aluminium	Vehicles
Cement	Foodstuffs
Shipbuilding	Textiles
Building	Leather
Chemicals	Furniture
Paper	Handicrafts

6. *Transport.* Road and rail improvements.
Merchant navy improvement.
Modernization of ports.
Airport improvements (for the Balearic and Canary Islands and Fernando Po, as well as Peninsular Spain.)
Increased number of aircraft (jet and conventional).

7. *Tourism.* Improvement of hotels and tourist installations.

8. *Housing.* Construction of 720,000 dwellings. Extension of Madrid and Barcelona underground railway systems.

9. *Health.* Improvement and extension of hospital accommodation and facilities.

10. *Information Services.* Modernization of printing works. Extension of radio and television networks.

11. *Telecommunications.* Extension of teletype system. Improvement of telegraphic network. New control centres for radio electric transmitters between Madrid and Canary Islands. Modernization and automation of telephone system.

Inquiries about the Plan should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 7815), quoting reference CRE/14151/62. A copy of the Plan, in Spanish, may be inspected at Export Services Branch, Board of Trade, Room E.19, Hillgate House, 35 Old Bailey, London, E.C.4.

Central American Economic Integration

ON JULY 23, 1962 Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua signed, *inter alia*, a Protocol under which Costa Rica adhered to the General Treaty of Central American Economic Integration signed in Managua on December 14, 1960 (see *Board of Trade Journal* of February 3, 1961, pages 285-6). On November 16, 1962 the five countries signed a further Protocol to the General Treaty setting out a list of goods excepted from the system of free trade between Costa Rica and each one of the other signatory States. Similar lists for each one of the other signatories were annexed to the original Treaty.

As Costa Rica, Guatemala and Honduras have deposited with the Organization of Central American States (the O.D.E.C.A.) their respective Instruments of Ratification of the November 1962 Protocol, Costa Rica's economic relations with Guatemala and Honduras are now governed by the General Treaty with effect from October 31, 1963.

Trinidad and Tobago draft second five-year plan 1964/68

THE DRAFT Second Five-Year Development Plan for Trinidad and Tobago which provides opportunities both for exports and investments has been published by the Government of Trinidad and Tobago and a summary of the main features will be published in the supplement to the *Export Services Bulletin*, copies of which can be obtained from Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.

Hints to businessmen visiting Tunisia

A REVISED edition of the booklet on TUNISIA has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting that country on export business can obtain copies of the booklet on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2928), or to any Regional Office of the Board of Trade, or **on personal application** to Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

New export centre in Brussels

SIR RODERICK BARCLAY, British Ambassador in Belgium, recently opened a new centre in the Rue Royale, Brussels, which provides services for promoting exports of British goods to Common Market countries. British industries represented in the centre include light and heavy engineering, fashion garments, plastic table ware, electrical goods, kitchen units and paints.

The centre is organized by Euro Center Marketing Systems Ltd., 1, Westminster Palace, Garden, Artillery Row, London, S.W.1. (Tel.: Abbey 1101) who also provide guidance on marketing, shipping and distribution problems as well as office facilities and translation services.

TRADE AND FINANCIAL ARRANGEMENTS

Morocco and Hungary

THE MOROCCAN *Bulletin Officiel* of September 27, 1963, announced the signing on August 17 in Budapest of a protocol to the trade agreement between Morocco and Hungary for the period from August 17, 1963, to August 16, 1964.

The lists of goods to be exchanged include quotas for Hungarian exports to Morocco of miscellaneous food and agricultural products, electrical equipment, various chemical products including dyestuffs, medical and surgical equipment and pharmaceutical products, cotton and synthetic textile fabrics, wool and rayon fabrics, industrial and agricultural machinery and steel tubes, etc.

In return quotas for Moroccan goods to be exported to Hungary include citrus fruit, fish meal, cereals, dehydrated vegetables, tinned sardines, wine, iron ore, lead ore, animal hair, oil cake and miscellaneous goods.

All inquiries relating to this notice should be addressed to Com-

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mercial Relations and Exports Department, Board of Trade, London, S.W.1 (Tel. Trafalgar 8855, Ext. 7618), quoting reference CRE 8300G.

Morocco and Bulgaria

IT WAS ANNOUNCED in the Moroccan *Bulletin Officiel* of September 27, 1963, that the trade agreement between the Governments of Morocco and Bulgaria was renewed on August 6, 1963, to cover the period from August 1, 1963, to July 31, 1964.

The lists of goods to be exchanged include quotas for Bulgarian exports to Morocco of agricultural products, chemical and pharmaceutical products, tobacco, cotton fabrics, textiles, electrical and industrial machinery.

In return quotas for Moroccan exports to Bulgaria include citrus fruit, dried fruit, canned fish, olive oil, paper and paperboard, minerals, lead ore, lead ingots, zinc, manganese ore and phosphates.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, London, S.W.1 (Tel. Trafalgar 8855, Ext. 7618), quoting reference CRE 8298G.

Tunisia and Algeria

THE TUNISIAN *Journal Officiel* of November 1 announced the signing, in Tunis, of a trade agreement between Tunisia and Algeria. The agreement, ratified on October 31, entered into force on November 1 for a period of one year.

Algerian products for export to Tunisia free of duty under this agreement include potatoes, tyres and inner tubes, paper products, articles of asbestos cement and cellulose fibre cement and similar, containers of all kinds, and radio telephonic equipment.

Tunisian goods for free entry into Algeria include peppers, natural calcium phosphates, natural aluminium – calcium phosphates, apatite and phosphated chalk, skins and hides, cheap working clothes and footwear.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Mexico and United Arab Republic

H.M. EMBASSY in Mexico City report the signature there on October 25, 1963, of a Trade Agreement between Mexico and the United Arab Republic. The Agreement is for one year but will continue in force for additional yearly periods unless denounced by either Party with three months' notice. Although subject to ratification, it will operate provisionally from the date of signature.

The Agreement provides, with certain specified exceptions, for unconditional and unlimited most-favoured-nation treatment on a reciprocal basis and for payments in respect of bilateral trade to be effected in a freely convertible currency agreed upon by both Parties.

Annexed to the Agreement are two Lists of Goods. List 'A' covers probable imports into Mexico from the United Arab Republic namely raw cotton of more than 29 mm., dried dates, natural silk cloth, raw linen (flax), linen tow, wines, privet powder (alhena), cigarettes, essential oils for perfumes, cinematograph films and music records. List 'B' covers probable imports into the United Arab Republic from Mexico, namely sugar, tobacco, coffee petroleum and its products, metals, meats, machinery, cinematograph films, chemical and pharmaceutical products, iron and steel tubing, oxide of zinc and electric material (*sic*). These Lists do not exclude the possible interchange of other goods not included therein.

A translation into English of the Agreement may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E.46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

New Chinese legislation on trade marks

An English translation is now available of the Measures for the Control of Trade Marks, which came into force in the People's Republic of China on April 10, 1963, replacing the Provisional Measures issued in 1950. The translation, together with a translation of the related Enforcement Rules, may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433) (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be adressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

ALGERIA

Hospital Equipment for Algerian Ministry for Social Affairs. December 15. E.S.B. 36742/63.

AUSTRALIA

Earth Boring Machine for State Electricity Commission of Queensland. December 11. E.S.B. 35896/63.*

Pliers and Screwholders for Postmaster General's Department, Melbourne. (Further Information.) E.S.B. 33773/63.*

Sewage Pumping Units for Metropolitan Water, Sewerage and Draining Board, Sydney. January 7, 1964. E.S.B. 36103/63.*

Switchgear for Mackay Regional Electricity Board. December 11. E.S.B. 36198/63.*

Transformer for Electricity Commission of New South Wales. December 16. E.S.B. 35900/63.*

BRAZIL

Agricultural Tractors for Presidente da Commisao, Sudene. Closing date postponed to Dec. 16, 1963. E.S.B. 29398/63.*

BURMA

Radial Gate for Irrigation Department. Closing date postponed to December 16. E.S.B. 34072/63.

Burma Railways Board :

Railway Carriage Underframes and Spares. January 1964. E.S.B. 36741/63.*

Railway Carriage Underframes. January 5, 1964. E.S.B. 3674 /63.*

Civil Stores Committee :

Battery Manufacturing Spare Parts. December 10. E.S.B. 36177/63.*

Putty. December 23. E.S.B. 35869/63.*

Paint and Varnish. December 23. E.S.B. 35893/63.*

Fire Extinguishers and Refills. December 23. E.S.B. 35894/63.*

Paint. December 23. E.S.B. 35895/63.*

Chains and Links. December 26. E.S.B. 36405/63.*

Tools. December 26. E.S.B. 36406/63.*

Brushes. December 26. E.S.B. 36470/63.*

Brushes. December 26. E.S.B. 36469/63.*

Drills – Twist. December 24. E.S.B. 36409/63.*

Tools. December 24. E.S.B. 36492/63.*

Laminated Plastic Sheets. December 26. E.S.B. 36447/63.*

Nails. December 30. E.S.B. 36481/63.*

Translucent Sheets. December 30. E.S.B. 36480/63.*

Panel Pins. December 26. E.S.B. 36448/63.*

Rock Drills. December 26. E.S.B. 36408/63.*

Metal Products. December 26. E.S.B. 36468/63.*

Grinding Machines. December 26. E.S.B. 36407/63.*

Steel Nail Spikes. December 26. E.S.B. 36449/63.*

Tools. December 24. E.S.B. 36450/63.*

Electric Drilling Machines. December 24. E.S.B. 36446/63.*

Enamelware Industry Equipment. December 10. E.S.B. 35743/63.*

Galvanised Iron Sheets. December 30. E.S.B. 36479/63.*

Roofing Felt. December 30. E.S.B. 36493/63.*

Shackles. December 26. E.S.B. 36471/63.*

Electric Drills. December 24. E.S.B. 36410/63.*

Yarns. December 13. E.S.B. 36744/63.*

CANADA

Escalators for Public Works Department, Montreal. January 24, 1964. E.S.B. 35897/63.

CEYLON

Oiled Coir Ropes for Colombo Port Commission. December 11, 1963. E.S.B. 36707/63.*

Ministry of Land, Irrigation and Power :

Bed Lifts and Food Lifts. January 7, 1964. E.S.B. 36747/63.*

Lightning Arrestors. December 31. E.S.B. 36748/63.*

Ceylon Transport Board :

Windows and Windscreens. December 18. E.S.B. 35838/63.

Aluminium Sheets; Tread Plates. January 1, 1964. E.S.B. 35839/63.

Aluminium Extrusions. January 1, 1964. E.S.B. 35840/63.

Hardboard. January 8, 1964. E.S.B. 35841/63.

Windows and Windscreens. (Further Information.) Tender documents now available. E.S.B. 35838/63.*

Hardboard. (Further Information.) Tender documents now available. E.S.B. 35841/63.*

CHILE

Tunnel Construction Project for Ministerio de Obras Publicas. (Further Information.) Closing date postponed to December 17. E.S.B. 35495/63.*

Vitamin Mixture for Enriching Flour for Empressa de Comercio Agricola. December 10. E.S.B. 36117/63.*

CYPRUS

Airport Terminal Construction for Public Works Department. (Further Information.) Closing date postponed to December 18. E.S.B. 32739/63.

Electricity Authority :

Aluminium Conductors and Accessories. January 7, 1964. E.S.B. 36454/63.*

Distribution Materials. January 7, 1964. E.S.B. 36455/63.*

Insulators. January 7, 1964. E.S.B. 36456/63.*

L.V. Cut-Outs. January 7, 1964. E.S.B. 36457/63.*

DAHOMEY

Public Works for Ministry of Public Works. January 16, 1964. E.S.B. 36467/63.

EGYPT

Workshop Equipment for Societe des Sucreries et de Distillerie d'Egypte. February 15, 1964. E.S.B. 36459/63.*

Teleprinters for Telecommunications Organisation. December 24. E.S.B. 36425/63.*

Egyptian Railways :

Batteries and Spares. December 28. E.S.B. 36401/63.

Wire Rope. December 28. E.S.B. 36402/63.

Electrical Materials for Tracks Renewals. December 23. E.S.B. 36403/63.

Foundry Equipment. December 25. E.S.B. 36404/63.

FORMOSA

Steam Boiler for China Development Corporation. December 10. E.S.B. 36345/63/DLF.*

Equipment for Man-Made Fibre Installation for China Man-Made Fibre Corporation, Taiwan. December 28. E.S.B. 36755/63.*

Central Trust of China :

Asbestos Packing. December 9. E.S.B. 36711/63.*

Metal. December 10. E.S.B. 36715/63.*

FRANCE

Timber for Supreme Headquarters Allied Powers Europe. December 13. E.S.B. 36104/63.*

GREECE

Chemicals and Drugs for Institute of Social Insurance. December 20. E.S.B. 36499/63.*

Ministry of Trade :

Telecommunications Equipment. December 23. E.S.B. 35867/63.*

Copper and Steel Wire. December 23. E.S.B. 35892/63.*

INDIA

Air Compressors for Damodar Valley Corporation. January 2, 1964. E.S.B. 36120/63.*

Barrage Gates and Hoists for Government of Bihar. March 16, 1964. E.S.B. 36489/63.

Cable and Accessories for Madras State Electricity Board. December 18. E.S.B. 36413/63.*

Electrical Traction Equipment for Railway Electrification. March 11, 1964. E.S.B. 36150/63.

Transformers for Assam State Electricity Board. December 15. E.S.B. 36124/63.

Railway Signalling Equipment for Western Railways, Bombay. March 18 1964. E.S.B. 36438/63.

Steel Melting Furnace for Workshops Division. Closing date postponed to December 16. E.S.B. 32340/63.

Switchgear and Apcillaries for Electricity Board, Kerala State. December 18. E.S.B. 36197/63.*

Tractor and Trailer Units for Koyna Hydro Electric Project. (Further Information.) Closing date postponed to December 20. E.S.B. 30993/63.*

Maharashtra State Electricity Board :

Electrical Substation Equipment. January 2, 1964. E.S.B. 36433/63.

Power Station Pumps and Ancillaries. Tender documents now available. E.S.B. 34544/63.*

Radial Gates Manufacturing Division :

Sawing Machine December 19. E.S.B. 36127/63.

Hydraulic Press. December 19. E.S.B. 36121/63.

Central Stores Purchasing Department :

Tabletting, Grinding and Filling Machines. December 11. E.S.B. 36411/63.*

Book-Binding Machinery. December 10. E.S.B. 36412/63.*

Irrigation Department, Uttar Pradesh :

G.I. Pipes. December 26. E.S.B. 35871/63.

Surveying Instruments. December 21. E.S.B. 35874/63.

W.I. Pipes. December 12. E.S.B. 35882/63.

Lathe. December 27. E.S.B. 35872/63.

Surveying Instruments. December 21. E.S.B. 35873/63.

Grinding and Crushing Plant. December 26. E.S.B. 35870/63.

National Coal Development Corporation Ltd. :

Cables. December 16. E.S.B. 35858/63.

Steel Props; Winches. December 18. E.S.B. 35854/63.*

Transwitch Units. December 27. E.S.B. 35861/63.*

Cable. December 16. E.S.B. 35857/63.*

Transwitch Units. December 28. E.S.B. 35862/63.*

Signal Bell Transformers. December 30. E.S.B. 35863/63.*

Ventilators. December 19. E.S.B. 35855/63.*

Atomic Energy Establishment, Trombay :

Optical Pyrometer. December 18. E.S.B. 36419/63.

Ball Mill. December 19. E.S.B. 36420/63.

Leak Detector December 20. E.S.B. 36421/63.

Furnaces. December 24. E.S.B. 36422/63.

Isostatic Press. December 27. E.S.B. 36423/63.

Stainless Steel Valves. December 10. E.S.B. 36424/63.

Palladium Metal. December 9. E.S.B. 36414/63.

Control Valves. December 20. E.S.B. 36415/63.

Transformer-Rectifier Set. (Further Information.) E.S.B. 35542/63.*

Steel Rods. (Further Information.) E.S.B. 35543/63.*

Switches. January 3, 1964. E.S.B. 36417/63.

IRAN

Zinc Sheets for Imperial Iranian Army. February 22, 1964. E.S.B. 36166/63.*

Iran Sugar Corporation :

Ball Bearings. December 18. E.S.B. 36165/63.*

D.D.T. Powder. December 28. Tender documents (Specification in French) available. E.S.B. 36169/63.*

Iranian State Railways :

Hoop Iron. January 20, 1964. E.S.B. 36158/63.*

Generating Set. January 6, 1964. E.S.B. 36157/63.*

Iranian Tobacco Monopoly :

Cork Tape. January 27, 1964. E.S.B. 36472/63.*

Paper. January 25, 1964. E.S.B. 36170/63.*

Cardboard. January 29, 1964. E.S.B. 36159/63.*

IRAQ

Electrical Materials for Government Oil Refineries Administration. December 17. E.S.B. 36733/63.

Ministry of Industry :

Piping and Tanks. (Further Information.) E.S.B. 33734/63.

Civil Engineering Project. January 2, 1964. E.S.B. 36495/63.

Ministry of Defence :

Water Supply Irrigation and Sewerage System. March 1, 1964. E.S.B. 36496/63.

Mobile X-Ray Unit. December 25. E.S.B. 36497/63.*

Sulphate of Ammonia. December 29. E.S.B. 36498/63.*

Ministry of Municipal and Village Affairs :

Electrical Sets. (Further Information) Tender documents now available. E.S.B. 35084/63.*

(*Continued on next page*)

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REGENT 4983/4

Electrical Sets. (Further Information.) Tender documents now available. E.S.B. 35092/63.*
Removal and Re-Erection of Electrical Equipment. (Further Information.) Tender documents now available E.S.B. 35093/63.*
Electrical Sets. (Further Information.) Tender documents now available. E.S.B. 35094/63.*
Electrical Sets. (Further Information.) Tender documents now available. E.S.B. 35095/63.*

IRISH REPUBLIC

Radio Telephones for Waterford County Council. December 7. E.S.B. 36735/63.

JORDAN

Steel Line Pipes for Jordan Petroleum Refinery Co. Ltd. December 12. E.S.B. 36162/63.*
Jordan Cement Factories Co. Ltd.:
Paper Bags. December 12. E.S.B. 36160/63.*
Cement Factory Spare Parts. December 28. E.S.B. 36161/63.

KUWAIT

Cooling Tower for Ministry of Electricity and Water. December 11. E.S.B. 36148/63.*
Manilla Ropes for Ministry of Finance and Industry. December 10. E.S.B. 36154/63.

MALAYSIA

Cranes and Hoist for Central Electricity Board. January 22, 1964. E.S.B. 35876/63.
S./W Transmitters for Department of Radio. December 16. E.S.B. 36737/63.

NEW ZEALAND

Paper for Government Printing Office. December 20. E.S.B. 36478/63.*
Transmission Line Towers for New Zealand Electricity Department. January 21, 1964. E.S.B. 36491/63.*
Wire Rope for Wellington City Corporation. January 21, 1964. E.S.B. 36734/63.*
Wire Ropes for Wellington Harbour Board. December 20. E.S.B. 36477/63.*
Transformers for Auckland Electric Power Board. January 31, 1964. E.S.B. 36149/63.*
General Post Office:
Hand Tools. January 15, 1964. E.S.B. 35528/63.*
Radio Receivers. January 15, 1964. E.S.B. 36171/63.*

PAKISTAN

Cable for Telegraph and Telephone Directorate General, Karachi. December 17. E.S.B. 36143/63.
Machine Tools; Workshop Equipment for Department of Investment. December 10. E.S.B. 36146/63.*
Director of Supply:
Chemicals. December 12. E.S.B. 36132/63.*
Fire Fighting Vehicles. December 12. E.S.B. 36135/63.*
Fire Tenders. December 11. E.S.B. 36131/63.*
Diesel Road Rollers. December 9. E.S.B. 36133/63.*
Fire Fighting Vehicles. December 11. E.S.B. 36138/63.*
Fire Fighting Vehicle. December 9. E.S.B. 36139/63.*
Machine Tools; Welding Set. December 28. E.S.B. 36140/63.*
Refrigeration Plant. December 9. E.S.B. 36142/63.*

PORTUGAL

Water Treatment Plants for Evora Municipality. January 7, 1964. E.S.B. 36486/63.

PORTUGUESE EAST AFRICA

Bridge Construction Project for Public Works Department. December 10. E.S.B. 36702/63.
Electric Generating Sets for Nampula Municipality. Closing date postponed to January 15, 1964. E.S.B. 25934/63.*

PORTUGUESE WEST AFRICA

Excavator for Ports, Railways and Transport Department. December 31. E.S.B. 36730/63.
Fire Service Vehicles for Civil Aviation Department. December 15. E.S.B. 36731/63.

RHODESIA AND NYASALAND

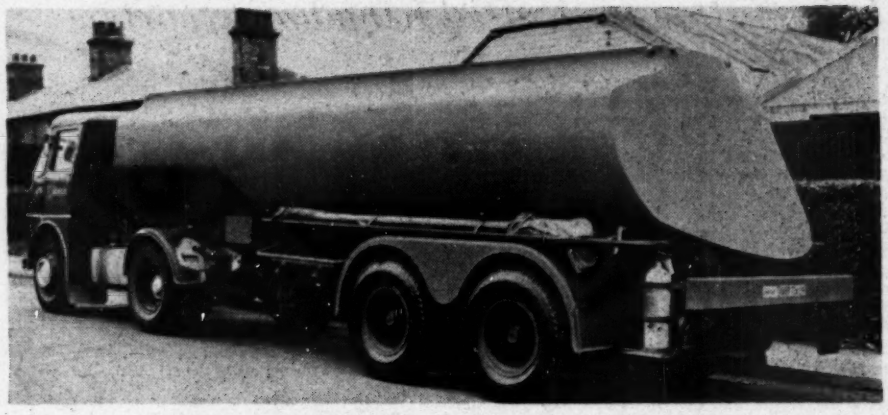
Overhead Line Equipment for City of Bulawayo. December 11. E.S.B. 36180/63.
Federal Tender Board:
Alternator. December 13. E.S.B. 36756/63.*
Transistorised Record Players. December 13. E.S.B. 36757/63.*

SALVADOR

National Automatic Telephone System for A.N.T.E.L., San Salvador. Closing date postponed to February 17, 1964. E.S.B. 14339/63.*

SOUTH AFRICA

Dairy Equipment for State Tender Board. December 11. E.S.B. 36172/63.*
Film Projectors and Equipment for Tender Board, Cape Provincial Administration. December 13. E.S.B. 36147/63.*
Oil Handling Plant for City Council, Pretoria. January 14, 1964. E.S.B. 36475/63.
Water Pipes for Rand Water Board, Johannesburg. January 17, 1964. E.S.B. 36442/63.*
City of Johannesburg:
Refuse-Collecting Vehicles. December 10. E.S.B. 36441/63.*
Ionisation Discharge Detector. December 10. E.S.B. 36485/63.*



One of the tandem axle tank semi-trailers recently supplied to Esso Petroleum Trinidad, by Taskers of Andover (1932) Ltd. The 4,000-gallon 4-compartment frameless tank was built by Darham Industries.

Cheque-Signing Machine. December 3. E.S.B. 36483/63.*
Locks and Fittings. December 3. E.S.B. 36484/63.*

SOUTH VIETNAM

Central Purchasing Authority:
Foundry Equipment. December 18. E.S.B. 36490/63.*
Printing Machines and Equipment. December 18. E.S.B. 36482/63.*

SPAIN

Sanitary Works ("Retortillo" River Dam) for Ministerio de Obras Publicas. December 9. E.S.B. 35884/63.*

SUDAN

Lifts for Bank of Sudan. Closing date not known. E.S.B. 36487/63.*
Ministry of Works:
Mild Steel Angles. December 24. E.S.B. 36426/63.*
Mild Steel Flats. December 21. E.S.B. 36196/63.*
Department of Stores and Equipment:
Stationery. December 9. E.S.B. 36190/63.*
Stationery. December 9. E.S.B. 36191/63.*
Sudan Railways:
Surface Plate. December 26. E.S.B. 36188/63.
Pumps. December 30. E.S.B. 36183/63.
Grinding Machine. December 23. E.S.B. 36184/63.
Welding Set. December 19. E.S.B. 36186/63.*

SWITZERLAND

Trams for Direktor der Verkehrsbetrieb, Zurich. Closing date not known. E.S.B. 36765/63.

SYRIA

Ammonia Plant for General Organization for Executing the Industrial Projects. February 15, 1964. E.S.B. 34757/63.*

THAILAND

Aluminium Foil for Thailand Tobacco Monopoly. December 12. E.S.B. 36444/63.
Forklift Truck; Battery Charger for Atom for Peace Energy Authority. December 11. E.S.B. 36125/63.*
Bevel Gear Cutting Machine for Royal Irrigation Department. December 27. E.S.B. 36445/63.

Telecommunication Equipment for The Yanhee Electricity Authority. December 11. E.S.B. 36195/63.
Triaxial Shear Apparatus for National Energy Authority. December 11. E.S.B. 36185/63.*
The Pharmaceutical Service:
Ipecacuanha Powder. December 13. E.S.B. 36465/63.
Sulfacetamide Sodium. December 16. E.S.B. 36466/63.
Directorate of Air Engineering:
Paint. December 26. E.S.B. 36189/63.
Paint. December 24. E.S.B. 36192/63.

TURKEY

NATO Infrastructure Contract for Self-Propelled Mobile Crane for the Turkish Authorities. Apply by December 20. G.D. 950/63 (63).
Boilers for Karabük Iron and Steel Works. December 20. Tender documents now available. E.S.B. 36428/63.*
Consultant Engineers' Services for Railway Electrification for State Railways Administration. December 13. E.S.B. 36427/63.*
Sub-Station Equipment for Etibank General Management. December 23. E.S.B. 35891/63.*
Tank Trailers for Allied Land Forces South Eastern Europe. December 10. E.S.B. 36739/63.*
State Hydraulic Works:
Core Drill Rigs. December 16. E.S.B. 36761/63.*
Weed Killers. December 12. E.S.B. 36762/63.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
Hydraulic Turbines. Closing date postponed to December 10. E.S.B. 33199/63.*
Mobile Autotransformers. December 19. E.S.B. 36494/63.*

URUGUAY

Usinas Electricas y los Telefonos del Estado:
Frequency Carrier Equipment. January 24, 1964. E.S.B. 36724/63.*
Cables and Accessories. January 10, 1964. E.S.B. 36725/63.*
Station Transformers and Equipment. January 16, 1964 E.S.B. 36726/63.*
Transformers. January 8, 1964. E.S.B. 36727/63.*
Generating Set. December 19. E.S.B. 36728/63.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4; (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Algeria
Co-ordination of telecommunications. (E.S.B. 35433/63.)

Australia
Agency inquiry for metal pipe fittings. (E.S.B. 36598/63.)
Inquiry for air cylinders; bearings; builders' hardware; cranes; flooring machinery and equipment. (E.S.B. 34909/63.)
Inquiry for plastics floor and wall coatings. (E.S.B. 35252/63.)
Sugar industry inquiry committee report (E.S.B. 18975/63.)

Belgium
Agency inquiry for whisky and gin. (E.S.B. 36299/63.)

British Honduras
Inquiry for construction materials; machinery and plant; packing plant. (E.S.B. 35785/63.)
Inquiry for cold storage plant; truck. (E.S.B. 35782/63.)
Inquiry for brewery plant and equipment; building materials. (E.S.B. 35749/63.)
Inquiry for building materials; distilling and refining machinery; electrical and laboratory equipment; scientific instruments; vehicle. (E.S.B. 35786/63.)
Inquiry for abattoir equipment; meat processing equipment and materials; refrigeration equipment; refrigerated vehicles. (E.S.B. 35784/63.)
Inquiry for cattle equipment; repair shop equipment; saw milling machinery; agricultural equipment; office equipment; building materials. (E.S.B. 35783/63.)

Burma
Economic report, October, 1963. (C.R.E. 2161/60.)

Canada
Agency inquiry for drills and taps; electrical tape; flies; fire extinguishers. (E.S.B. 36590/63.)
Inquiry for baler twine. (E.S.B. 36591/63.)
Inquiry for hospital supplies and equipment. (E.S.B. 36330/63.)
Manufacture under licence – communications equipment; dynamometers; electronic test equipment; nucleonic measurement and detection equipment. (E.S.B. 35984/63.)
Inquiry for building products; insulating materials. (E.S.B. 35981/63.)
Market report on gourmet foods. (E.S.B. 31320/63.)

Cuba
Inquiry for communications equipment; educational materials and aids; machinery and plant; medical equipment; musical instruments; office equipment photographic apparatus; scientific and laboratory equipment. (E.S.B. 36322/63.)
Inquiry for reconstruction equipment – further information. (E.S.B. 35985/63.)

Denmark
Agency inquiry for stone crushers. (E.S.B. 36093/63.)
Agency inquiry for electrical domestic appliances; electronic equipment. (E.S.B. 31643/63.)
Display of samples for British Week. (G.D. 416G/Sub 9.)

El Salvador
Hints to businessmen visiting El Salvador. (C.R.E. 8542/G.)

Finland
Agency inquiry for dress material; knitwear. (E.S.B. 36067/63.)

Formosa
Agency inquiry for agricultural products; radio parts; pharmaceuticals. (E.S.B. 36205/63.)

Germany (Federal Republic of)
Agency inquiry for plastics foils and materials. (E.S.B. 36381/63.)
Inquiry for foam rubber (E.S.B. 35992/63.)

Guadeloupe and Martinique
Agency inquiry for textiles. (E.S.B. 30045/63.)

Italy
Agency inquiry for building materials and equipment. (E.S.B. 35988/63.)

Jamaica
Inquiry for G.I. sheets; pipes and wire, steel; hardboard; builders' hardware. (E.S.B. 36507/63.)
Chocolate confectionery (market survey). (E.S.B. 34462/63.)

Kenya
Financial collaboration – small kraft pulp and paper mill. (E.S.B. 31980/63.)

Liberia
Economic report, July – September, 1963. (899/G.)

Malaysia
Agency inquiry for spray guns; power chain saws and spare parts; toys; yellow dusters. (E.S.B. 36508/63.)
Joint venture – office supplies. (E.S.B. 35398/63.)

Mexico
Inquiry for machine tools. (E.S.B. 35983/63.)

Morocco/Bulgaria
Trade Agreement. (C.R.E. 8298/G.)

Morocco/Hungary
Trade Agreement. (C.R.E. 8300/G.)

Netherlands
Shipping and forwarding agents. (E.S.B. 35099/63.)

Nicaragua
Market report on bicycles and motorcycles. (E.S.B. 30843/63.)

Nigeria
Market report on cutlery. (E.S.B. 31836/63.)

New Zealand
Agency inquiry for folding rulers. (E.S.B. 35792/63.)

Pakistan
Inquiry for machinery. (E.S.B. 36267/63.)
Inquiry for foundry machinery and equipment. (E.S.B. 35718/63.)

Philippines
Inquiry for logging and sawmill equipment; road building machinery; hammer mills. (E.S.B. 36057/63.)

Portugal
Inquiry for equipment for manufacturing chemical pulps. (E.S.B. 35485/63.)

Portuguese West Africa (Angola)
Market report on radio receiving sets. (E.S.B. 32838/63.)

South Africa
Agency inquiry for electronic instruments and equipment. (E.S.B. 35905/63.)
Agency inquiry for side loaders; pallet trucks. (E.S.B. 35421/63.)

Sudan
Inquiry for cellulose film; containers; paper; glucose; sweet-making machinery. (E.S.B. 34995/63.)

Sweden
Agency inquiry for piece goods. (E.S.B. 35975/63.)

Switzerland
Agency inquiry for switchgear; generating equipment. (E.S.B. 16781/63.)
Agency inquiry for crockery; glassware. (E.S.B. 36317/63.)
Agency inquiry for machine tools and accessories; technical novelties; structural elements. (E.S.B. 36233/63.)
Agency inquiry for shoes and leather machinery and equipment. (E.S.B. 36025/63.)
Agency inquiry for chemicals; pharmaceuticals; essences. (E.S.B. 35945/63.)
Inquiry for steel scaffolding. (E.S.B. 36245/63.)
Inquiry for drainage system; water purification plant. (E.S.B. 33996/63.)

Trinidad and Tobago
Inquiry for agricultural equipment; dental and medical equipment; machinery and plant; vehicles. (E.S.B. 34434/63.)

Trucial States
Agency inquiry for electric domestic appliances and lamps; razor blades; water filters. (E.S.B. 26314/63.)

Turkey
Inquiry for buses and trolley buses; electrical equipment; gas-producing equipment. (E.S.B. 35756/63.)
Economic report, September, 1963. (C.R.E. 115/63.)

Uganda
Inquiry for plastics shoe buckles; shoe rivets. (E.S.B. 36211/63.)

United States of America
Agency inquiry for costume jewellery; umbrellas; women's clothing accessories. (E.S.B. 35448/63.)
Agency inquiry for communications equipment; electronic equipment. (E.S.B. 35695/63.)
Agency inquiry for saddlery equipment. (E.S.B. 35617/63.)
Inquiry for industrial measuring instruments. (E.S.B. 35986/63.)
Inquiry for milling machines. (E.S.B. 36065/63.)
Inquiry for poultry incubation and hatching machines. (E.S.B. 33483/63.)
Inquiry for automotive accessories; key fobs. (E.S.B. 35794/63.)
Inquiry for transducers. (E.S.B. 35949/63.)
Inquiry for tools. (E.S.B. 36008/63.)
Inquiry for manicuring items; pipe smokers' requisites. (E.S.B. 36532/63.)
Inquiry for toys. (E.S.B. 36001/63.)
Inquiry for home knitting machines; knitting needles. (E.S.B. 32850/63.)
Manufacture under licence – rotary engines. (E.S.B. 35685/63.)
Some trends in the toy market. (E.S.B. 30095/63.)
Trade Show in Miami, Florida, to be visited by an officer of the British Consulate in Miami. (E.S.B. 37048/62.)

Various Countries
"Trade Fairs help Exports – hints for the small exhibitor". (G.D. 1232/63.)

Venezuela
Inquiry for textile marking machinery. (E.S.B. 35731/63.)

Zanzibar
Advertising in. (C.R.E. 11824/63.)

A strip steel pickling plant, crated ready for despatch to Portugal, where it will be installed in the country's first cold rolling steel mill. The plant was designed and manufactured by Chemical Engineering Construction (Pensnett) Ltd., Stourbridge.

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Manchester Airport	MERcury 2331	Leicester	29456
Southampton	25033	Stoke-on-Trent	47021
Birmingham	Midland 7451	Northampton	32711
Birmingham Airport	Sheldon 5217	Nottingham	53288
Southend Airport	544780	Renfrew Airport	3854

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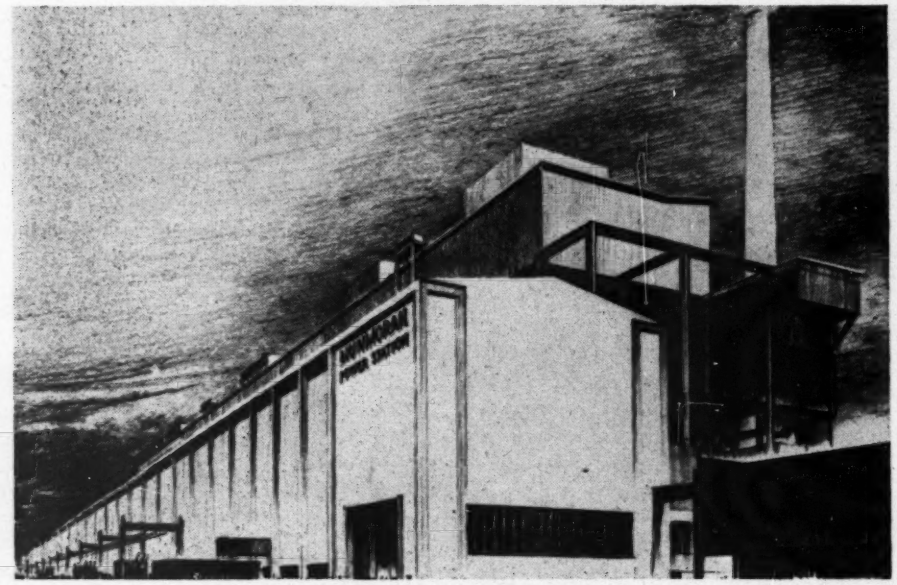
AND AT OFFICES AS QUOTED ASSOCIATED COMPANIES AND CORRESPONDENTS THROUGHOUT THE WORLD

Recent export orders

United Kingdom firm are invited to send in brief details of new export orders or contracts for publication on this page.



An artists impression of the Munmorah power station, being built for the Electricity Commission of New South Wales. When completed in 1967 it will be the largest steam station in the southern hemisphere and the two 350 MW single-line turbo-generating sets being supplied by The English Electric Company's Rugby and Stafford works will be the most powerful to be installed in Australia.

Locomotives for Thailand

Against strong competition the Hunslet Engine Co. Ltd., Leeds, have secured an order for five 260 h.p. diesel hydraulic locomotives for the State Railways of Thailand.

Iceland orders excavators

J. C. Bamford (Excavators) Ltd., Uttoxeter, have received orders from Iceland for 20 excavators worth over £55,000.

Repeat orders for vehicles

The second £500,000 worth of orders within six weeks received by the Leyland Motor Group from South Africa specifies 176 goods and passenger chassis and 24 sets of vehicle units. Ten more Hippo 20H.14R haulage chassis have been ordered from Leyland Motors Ltd., by Bell Brothers of Perth, Western Australia. The Newcastle, New South Wales, heavy hauliers H. H. Chadwick Pty. Ltd. have ordered another three Albion Chieftain haulage chassis, a Chieftain tipper chassis and a Leyland Beaver tractor. Frig-Mobile (Australia) Pty. Ltd. have ordered four Leyland Beaver tractors. Mayne Nickless Ltd., of Melbourne have ordered a Leyland Super Hippo chassis for low leader operation, an Albion Clydesdale 9 ton tipper chassis and an Albion Claymore 5 tonner.

Mail boat for Tristan

A 24 foot shallow draught boat, to carry 3 tons, has been built at the Hampton-on-Thames boatyard of John I. Thornycroft & Co. Ltd. for Tristan de Cunha to be used to land mail and stores from liners.

Egypt buys diesels

Petters Ltd., a Hawker Siddeley company, have received a £250,000 order from the Egyptian Ministry of Agriculture for air-cooled and water-cooled diesel engines which will be used to power water pumping sets for irrigation.

Marine engines for Saudi Arabia

Transport Equipment (Thornycroft) Ltd., an associated company of A.E.C. Ltd., London, have received an order from Saudi Arabia for 10 four-cylinder Thornycroft 220 marine engines with gearboxes, shafting and propellers for the coast patrol fleet.

Trawlers for Iceland

The first of two trawlers for Gudmundur Jorundsson of Iceland has been launched by Cochrane & Sons Ltd., Selby.

Television for navigation

Television equipment for use as a navigational aid will be installed by Rank Audio Visual, London, on an 80,000-ton super tanker being built at Stavanger, Norway, by Sig. Bergesen Dy As.

Machinery for Argentina

A 129-feet-long reformer feed prefractionator has been completed by G. A. Harvey & Co. (London) Ltd. for San Lorenzo, Argentina. The 9-feet diameter column was ordered by John Thompson (Wolverhampton) Ltd. as part of a contract they are undertaking for Fish International Constructors Inc. of Texas.

Turbine plant for South Africa

W. H. Allen Sons & Co. Ltd., Bedford, have received an order for a 6,500 kW. turbo-alternator to be installed in the Ukomaas Cellulose Works of the South African Industrial Cellulose Works of the South African Industrial Cellulose Corporation.

Orders for generating plant

£150.000 worth of export orders for diesel generating plant were received by Mirrlees National Ltd., a Hawker Siddeley company, during September. Countries placing orders include the Philippines, British Guiana, Turkey, Australia and Malaysia.

Television for Malaysia

EMI Electronics Ltd., Hayes, have been appointed principal contractor for the supply of £100,000 worth of television studio and outside broadcast equipment to the Ministry of Information and Broadcasting, Malaysia.

Portugal buys freezing plant

J. & E. Hall Ltd., of Dartford, have obtained an order for the supply of two freezing plants to be fitted to two trawlers built in Portugal for Empresa de Pesca de Aveiro.

Vehicles for South Africa

A contract calling for 19 Mammoth Major six-wheelers has been received by AEC Ltd., London, from South Africa. Ten of these are for South African Railways as dual purpose vehicles for carrying passengers and freight and the other 9 chassis will be used as lorries after assembly in AEC Vehicles (S.A.) workshops. A £140,000 order from Johannesburg specifies 24 Monarch four-wheel chassis fitted with AV470 diesel engine six-speed constant mesh gearbox with overdrive on sixth gear. Also included in the order are eight Marshal six-wheelers for use as mobile mixers.

Buses for Portugal

Lisbon Electric Tramways Ltd., have placed an order for 20 Regent Mark V double-decker bus chassis made by AEC Ltd., London. The buses will be driven by AV.590 diesel engines, have semi-automatic Monocontrol transmission, Ashanco exhaust brakes and automatic chassis lubrication.

Tractors for Egypt and Pakistan

Orders from Egypt and Pakistan worth £350.000 have been received by Marshall Sons and Co. Ltd., Gainsborough, and their associate Fowler and Co. (Leeds) Ltd., for Track-Marshall and Challenger crawler tractors fitted with earth moving or agricultural equipment.

Power station extension in Pakistan

Associated Electrical Industries Ltd., London, have been awarded a £700.000 contract by the West Pakistan Water and Power Development Authority to supply electrical and mechanical plant for a 15MW power station extension. The waste heat boiler and water treatment will be supplied by John Thompson Water Tube Boilers Ltd. A cooling tower is being supplied by Head Wrightson Ltd.

Trailer chassis for Malaysia

Malayan Airways have ordered through Wearne Brothers a 100 passenger bus trailer chassis, made by Taskers of Andover (1932) Ltd., for use at Singapore airport. The trailer will be used with a Ford Thames Trader tractor unit and will have the body constructed in Malaya.

Complete spinning plant for Guinea

A contract has been signed by the Government of the Republic of Guinea and Platt Brothers (Sales) Ltd., Oldham, a subsidiary of the Stone-Platt Group, for a complete spinning, weaving and finishing factory. This project will cost about £3½ million. Richard Costain (Associates) Ltd., London, are to carry out the civil engineering and building works. In addition to all site works the contract also includes bungalows and two-storey flats for the mill employees.

INDEX INQUIRIES

Inquiries about the detailed contents of the* Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Trafalgar 8855, Ext. 2128) who compile the half-yearly index to the Journal.

Export tours of U.K. businessmen

The United Kingdom businessmen listed below are among those who will be calling or who have recently called at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Middle East market for contractors' plant
Mr. M. Lansdell, export manager of Millar's Machinery Co. Ltd., Bishop's Stortford, Herts., arrived in Khartoum on November 25 to start a month's tour visiting the company's agents in the Middle East. Millar's Machinery Co. Ltd., are manufacturers of contractors' plant; in particular concrete mixing machinery, asphalt mixing machinery and wellpoint dewatering equipment. A high proportion of their production is exported.

Selling power units to Scandinavia
Mr. N. Whitehead, head of sales promotion and Mr. W. P. Hemming, chief machine designer of W. Mackie and Co. Ltd., London, are travelling to Copenhagen on December 2 to start a tour of Denmark, Sweden and possibly Norway. The company are manufacturers of rotating electrical machinery and control gear, and in particular of 400 cycle high performance power supplies for electronic use and 1,000 cycle power supplies for marine radar. As far as radar is concerned, it is claimed that more than half the world's shipping carries Mackie power supplies.

South African sales trip
Mr. D. Carrier, chairman of The Clip-on Co. Ltd., Southampton, left the United Kingdom on November 21 and expects to arrive in Cape Town on December 5 where he will stay until mid-February. His object is to find agents and distributors for the company's 'Star' range of commercial refrigerated display cabinets. Mr. Carrier is taking with him a sample refrigerated cabinet which, it is claimed, will keep ice cream solid in temperatures of up to 100° F.

Anaesthetic equipment maker's African tour
Mr. J. A. Tephcott, chairman of Longworth Scientific Instrument Co. Ltd., Abingdon, Berks, is making a business tour of Ghana, Nigeria, South Africa, Southern Rhodesia, Uganda, Kenya, Tanganyika, Ethiopia, Sudan and Egypt, early in the New Year. He will be concerned mainly with expanding the sales of his company's range of anaesthetic equipment, including the EMO Ether Inhaler which is very popular overseas. Mr. Tephcott, whose company exports about 80 per cent of its turnover, firmly believes in the importance of personal visits to overseas agents and distributors and made a 10-week visit to the Far East earlier this year.

Study tour of Australian market
Mr. Frank Jessup, general sales manager of Rank Audio Visual, London, is currently touring Australia to study all aspects of the audio visual market there – said to be the most important within the Commonwealth. Mr. Jessup will return to the United Kingdom in early December via the United States, where he will study the latest audio visual products and their marketing.

Mr. R. I. Cumpton (left), president of the Hot Roll Manufacturing Co., Liberty, Missouri, U.S.A., demonstrates a vibratory roller made by Thomas Green and Son Ltd., of Leeds, with Mr. V. W. Lammert, Commercial Officer, British Consulate, St. Louis. The Liberty firm represents Thomas Green in the United States.

British rollers in 'The Heart of America'

AN EXPORT SUCCESS story from the British Consul in St. Louis, Minnesota, tells how co-operation between a Consulate Commercial Officer and a British company helped to sell their products – road rollers – to a firm in 'The Heart of America'.

The Commercial Officer, Mr. Val W. Lammert, visited Thomas Green and Son Ltd., in Leeds while he was on a course in the United Kingdom and learned that the company, who are manufacturers of compaction equipment, had just received an order for their vibratory road rollers from the Hot Roll Manufacturing Co., of Liberty, Missouri.

When he returned to the United States, Mr. Lammert planned his regular monthly commercial tour in July to include Liberty, a small community in north-western Missouri with approximately 8,000 population, in order to pay a visit to the Hot Roll Manufacturing Co. Mr. Cumpton, president of the company, which manufactures a specialized line of heated road rollers, was surprised and very pleased to receive a personal visit from a commercial representative of the British Government, particularly since he had only received delivery of the Thomas Green rollers at the end of June.

Mr. Cumpton then personally demonstrated to the local press a new Thomas Green roller on the street outside his plant, encouraged to do so by Mr. Lammert and using his visit as a peg on which to hang the demonstration.

In a letter of appreciation to Mr. Lammert, the sales manager of Thomas Green and Son Ltd., Mr. G. C. Kime, said: 'It was extremely kind of you to follow up so quickly after your return and I am sure it must have created a very good impression of the backing British manufacturers are fortunate enough to receive from Commercial Officers overseas'.

In the same letter Mr. Kime reported that several further orders for the British vibratory rollers had since been placed by the Hot Roll Manufacturing Company and that one of them was displayed at the American Public Works Convention and Equipment Show at Detroit in September.

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Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

GHANA

Customs tariff amendments

THE CUSTOMS (Amendment of Duties) (No. 2) Resolution, 1963, published as Legal Instrument 313 on November 14, and operative from that date, makes the following amendments to the Ghana Customs Ordinance:

FIRST SCHEDULE

Part I – Import duties of customs

Item No.	Goods	Rate of Duty
		£. s. d.
4 (a)	Aluminium, asbestos cement, iron and steel sheets and plates, galvanized sheets and tinplates, but excluding asbestos cement sheets not corrugated . . . the sq. ft.	£0 0s. 4d.
4 (c)	Aluminium: forks, knives and spoons	40% *ad val.*
4 (d)	Accessories and fittings imported for the manufacture of aluminium forks, knives and spoons	10% *ad val.*
5 (1)	Cardigans, jerseys, pullovers, shirts, singlets, chemises and other underwear but excluding babies' wear . . each	£0 3s. 6d. or 50% *ad val.* whichever is the higher.
(3)	Boots and shoes, not particularly exempted in Part III of this Schedule:	
	(a) made principally of canvas and rubber or of either including sandals . . . . . the pair	£0 3s. 6d. or 66⅔% *ad val.* whichever is the higher.
	(c) other, including sandals, slippers, house shoes and other footwear but excluding babies' footwear admitted as as such by the Comptroller	40% *ad val.*
12 (5)	Cotton or artificial silk or any synthetic fibre, imported in rolls or pieces for the manufacture of garments and admitted as such by the Comptroller:	
	(a) Printed or coloured or dyed in the piece . . .	5% *ad val.*
	(b) Knitted or interlock fabrics	
	(c) White, sanforized or mercerized and fully shrunk .	
	For the purpose of this sub-item (5), where the Comptroller is satisfied that similar materials are being produced locally, the rates of duty under Item 12 (1) shall apply if similar goods are imported.	
16 (a)	Holloware, domestic, made wholly or mainly of plastic, aluminium, iron or steel, tinplate, tin or other non-ferrous metals, whether or not glazed or enamelled, but excluding galvanized holloware and builders' sanitaryware for indoor use and parts of such ware admitted as such by the Comptroller	66⅔% *ad val.*
23A	Packages:	
	Tin containers ordinarily imported for the packing of locally manufactured products	5% *ad val.*
26	Paraffin wax and tallow imported solely for industrial purposes and admitted as such by the Comptroller . .	10% *ad val.*
32	Silk manufactures:	
	(1) Piece-goods:	
	(a) Plushes, velvets and other pile tissues . the sq. yd.	£0 3s. 0d. or 66⅔% *ad val.* whichever is the higher.
	(b) Fents . . . . . the pound	£0 3s. 0d. or 66⅔% *ad val.* whichever is the higher.
	(c) Other kinds . . . . . the sq. yd.	£0 2s. 0d. or 66⅔% *ad val.* whichever is the higher.
39	Umbrellas and parasols . . . . . each	£0 3s. 0d. or 33⅓% *ad val.* whichever is the higher.

Part III – Exemptions from import duties of customs

Omit Item No. 64. Oils, palm, palm kernel and coconut.

Amend Item No. 68 to read:

Paper, cardboard (excluding building board), polyethylene, and cellophane and other materials, imported for the manufacture of paper products or containers and admitted as such by the Comptroller.

Notices to importers

NOTICES TO IMPORTERS No. 235 and 237 published in the Ghana *Commercial and Industrial Bulletin* of November 15, announces that applications may now be submitted for licences to import the items given below for the period January-December 1964. Applications must reach the Controller of Imports and Exports on or before December 15, 1963.

Description	Group/Item No.
Meat: Fresh, chilled or frozen	011
Meat: Dried, salted or smoked not canned	012
Meat: Canned and meat preparations canned and not canned excluding corned beef	013
Corned beef	013-810
Fish: Fresh, chilled or frozen	031-100
Fish: Dried, salted, smoked and stocked	031-210-220
Butter	023
Cheese	024
Coffee	071
Tea	074
Leather	611
Textile yarn and thread	651
Tulle, lace embroidery, ribbons, trimmings and other small wares	654
Clothing (shirts, outerwear, waterproof clothing, ties, collars, corsets, stockings, gloves and other accessories)	(101-114) 841 (230-290)
Cereal and cereal preparations	048
Fruits: Fresh, dried and simply preserved	051-052-053
Fruit juices	053-500-900
Tomato paste and puree	053-310
Vegetables: Preserved in tins and vegetable preparations	055
Wines	112-120-130
Beer	112-310
Stout	112-320
Brandy, gin, rum, whisky, schnapps and other alcoholic beverages	112-410-490
Food preparations, sauces, mixed seasonings, soups and broths	099-040-050
Tobacco, manufactured	122
Synthetic organic dyestuffs and dyeing and tanning extracts and synthetic tanning materials	531 and 532
Toilet soap including medicated soap and polishing preparations	554-110, 200 and 300
Paper and paperboard	641 (100 to 970)
Asbestos-cement corrugated sheets, tiles and pipes	661-801-802 and 804
Asbestos-cement sheets (not corrugated), building and monumental stone, worked and other building materials of asbestos	661-300, 803 and 809
Glass	664
Glassware	665
Sanitary plumbing, heating and light fixtures and fittings	812
Watches and clocks	864
Musical instruments, photographs and phonograph records	891
Photographic and cinematographic supplies	862
Axes and hatchets	695-110
Household equipment	697-110-120
Domestic utensils, galvanized only	697-211-212
Other domestic utensils of iron and steel, n.e.s.	697-213
Scientific, medical, optical measuring and controlling instruments and apparatus	861
Matches	695-120
Organic chemicals	512
Inorganic chemicals: Elements, oxides and halogen salts	513
Calcium carbides	514-940
Other inorganic chemicals	514
Tools for use in the hand or in machines	695-130-260
Iron and steel bars, rods, angles, shapes and sections (including sheet pilings)	673
Universal plates and sheets	674
Finished structural parts and constructions of iron and steel	691-100
Lime	661-100
Filing cabinets and racks	895-110

Notice to Importers No. 236 published in the Ghana *Commercial and Industrial Bulletin* of November 15, announces that applications may now be submitted for licences to import the items given below for the period January-December 1964. Applications must reach the Controller of Imports and Exports on or before December 15, 1963.

Description	Item No.
1. Passenger cars	732-110-160 (including other item Nos. from 732-140-160)
2. Dual purpose motor vehicles (e.g. Jeeps, Land Rovers)	732-170
3. Buses	732-200
4. Trucks and lorries	732-310-320
5. Special purpose lorries, trucks and vans (breakdown lorries, ambulances, cinema vans)	732-400
6. Tractors for road	732-500
7. Chassis with engines, bodies, chassis, frames for motor vehicle assembly	732-600-800 (including other item Nos. from 732-.00-800)
8. Motor vehicles spare parts	732-800
9. Mopeds, scooters, motor cycles, and parts for motor cycles and motorised cycles	732-901-905 (including other item Nos. from 732-90[illegible]-905)
10. Bicycles and parts for bicycles	733-110-120
11. Trailers and vehicles not motorized and invalid carriages	733-300-400

This notice replaces Notice to Importers No. 234 published in the *Board of Trade Journal*, October 25, 1963, page 935, in respect of all items covered by group items 732 and 733 – Road motor vehicles and road vehicles. Full details of the provisions of these three notices may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

KENYA

Import control

THE IMPORTS, EXPORTS and Essential Supplies (Imports) (Amendment) Order, 1963, published as Legal Notice No. 675 in the Kenya *Government Gazette* of October 29, adds the following items to the list of goods for which specific import licences are required:

Item No.	Description of Commodity
001.04.00	Poultry (live).
011.04.00	Poultry, killed or dressed.
012.01.00	Ham and salted pork.
013.02.00	Meat, including pork sausages, in airtight containers.
	Milk and cream (including buttermilk, skim milk and whey), evaporated or condensed (in liquid or semi-liquid form):
022.01.00	Milk skimmed, condensed only.
023.01.00	Cheese:
024.	Preserved fruits, whole or in pieces, with or without added sugar whether in airtight containers or not (including fruit frozen or in temporary preservatives, e.g. brine):
053.01.01	(a) Pineapples.
053.03.01	Jams and marmalades.
	Spices, except pepper and pimento, whether unground, ground or otherwise prepared:
075.02.01	(a) Chillies.
075.02.09	(g) Other, capsicums only.
	Miscellaneous chemical materials and products:
599.04.01	(a) Casein.

ALGERIA

The national office of industrial patent rights

THE ALGERIAN *Journal Officiel* of July 19 contains a decree establishing the "Office national de la propriété industrielle' (ONPI), which is responsible for the registration of trade marks, patents, and other industrial property.

Inquiries regarding this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference CRE 10082/62. (Tel. Trafalgar 8855, Ext. 2662).

SAUDI ARABIA

Change to metric system

ON MAY 10, 1963, a notice was published in the *Board of Trade Journal* announcing that Saudi Arabia would adopt the metric system of measurement on May 12, 1964. Foreign suppliers are reminded that all goods offered for sale in Saudi Arabia from that date must bear their net metric measurements on the container.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2411), quoting reference CRE/3066/2/G.

FEDERATION OF RHODESIA AND NYASALAND

Industrial drawbacks and rebates of duty

FEDERAL GOVERNMENT NOTICE No. 340 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of November 8, 1963, amends the Second Schedule (Export Drawbacks) and the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations 1962 to the following extent:

SECOND SCHEDULE

By the insertion of the following item:

Goods manufactured or processed in the Federation	Materials in respect of which drawback is allowed	Extent of drawback
Padded quilts	Textile fabrics, imported in the piece and classified under Item 76.	The whole duty

THIRD SCHEDULE

(a) by the insertion of the following part:

PADDED QUILT AND SLEEPING BAG MANUFACTURING INDUSTRY:

Goods	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
Piece-goods, woven, n.e.e.:					
(a) printed, as defined in Note (2) to Item 76, containing 100% of man-made fibres other than rayon, weighing less than 4 oz. per square yard and of a free-on-board value of not less than 30 pence per square yard	76 (f) (ii)	35%	15%	15%	Free
(b) Printed, as defined in Note (2) to Item 76, of rayon, in a drill, twill, sateen or satin weave weighing less than 5 oz. per square yard and of a free-on-board value of not less than 30 pence per square yard	76 (f) (ii)	35%	15%	15%	Free
(c) Dyed, as defined in Note (1) to Item 76, of rayon, in a drill, twill, sateen or satin weave, weighing less than 5 oz. per square yard and of a free-on-board value of not less than 24 pence per square yard	76 (f) (iv)	35%	15% or per sq. yd. £0 0s. 4½d. whichever duty shall be the greater.	15% £0 0s. 4½d.	Free —
(d) Dyed, as defined in Note (1) to Item 76, of waterproofed rayon, n.e.e., in a drill, twill, sateen or satin weave weighing less than 5 oz. per square yard and of a free-on-board value of not less than 60 pence per square yard	76 (f) (iv)	35%	15%	15%	Free

(b) by the insertion in that part relating to the TEXTILE MANUFACTURING INDUSTRY of the following part under the appropriate headings as indicated:

Goods	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
Secondhand clothing for shredding and manufacturing into yarn to be used solely in the manufacture of blankets, subject to the condition that the registered manufacturer shall, prior to shredding, cause such clothing to be mutilated to the satisfaction of the Controller and under the supervision of an officer	65	Free	Free	Free	Free

FRANCE

Modification to French customs tariff

THE FRENCH *Journal Officiel* of November 16 announced the following temporary modifications to the French Customs Tariff:

Tariff No.	Description	Reduced Rate of Duty
03-01	Fish, fresh (alive or dead), chilled or frozen:	
	B. Salt-water:	
	I. Whole, headless or sliced:	
	a. Herrings, sprats and mackerel:	
	2. From June 16 to February 14	20% up to and including February 14, 1964. The duty not to be less than 0·10 F. per kg. gross.
	c. Other:	
	2. Other	20% up to and including February 14, 1964. The duty not to be less than 0·10 F. per kg. gross.
07-05	Dried leguminous vegetables, shelled, whether or not skinned or split:	
	B. Other:	
	I. Lentils:	
	b. Other:	
	1. Ungraded	7%
08-02	Citrus fruits, fresh or dried:	
	C. Lemons	10%
08-05	Nuts, other than those falling within heading No. 08-01, fresh or dried, shelled or not:	
	C. Chestnuts	10%
15-02	Unrendered fats of bovine cattle, sheep or goats, tallow (including 'premier jus') produced from those fats:	
	A. Intended for industrial purposes other than the manufacture of foodstuffs (a):	
	II. Other	6%
15-04	Fats and oils, of fish or marine mammals, whether or not refined:	
	C. Fats and oils of marine mammals:	
	I. Whale oil:	
	a. Crude	Duty suspended until December 31, 1964.
15-10	Fatty acids: acid oils from refining; fatty alcohols:	
	A. Stearic acid	11%
	B. Oleic acid	10%
	C. Other fatty acids: acid oils from refining:	
	I. Other fatty acids	7%
20-02	Vegetables prepared or preserved otherwise than by acetic acid or vinegar:	
	C. Tomatoes:	
	I. Tomatoes and tomato puree, put up in airtight containers, in tins, glasses, jars and the like, the dry weight content of which is:	
	a. Less than 15%	18%
	b. From 15% inclusive to 30% exclusive	18%
	c. 30% or more	18%
32-09	Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; other paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packings of a kind sold by retail:	
	A. Varnishes and lacquers; distempers prepared water pigments of the kind used for finishing leather; other paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint and enamel media:	
	II. Other:	
	b. Varnishes and lacquers imported:	
	1. In containers of a capacity of 1 litre or less	17%
	2. Otherwise:	
	x. Containing no organic colouring matter or less than 3% of colouring matter	17%
	y. Other	19%
	c. Paints:	
	3. Other paints, imported:	
	m. In containers of a capacity of 5 litres or less	17%
	n. Otherwise:	
	x. Containing no organic colouring matter or organic pigments or containing less than 3% of organic colouring matter or less than 8% of organic pigments	17%
	y. Other	19%
54-03	Flax or ramie yarn, not put up for retail sale:	
	A. Single measuring per kg.:	
	I. 45,000 metres or less:	
	b. Other	10%
	II. More than 45,000 metres:	
	a. Containing at least 85% by weight of such textiles:	
	1. Bleached	6%
	2. Other	6%
	b. Other	6%
	B. Multiple or cabled:	
	I. Containing at least 85% by weight of such textiles:	
	a. Bleached	8%
	b. Other	8%
	II. Other	8%
96-02	Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops:	
	A. Tooth brushes	20%

(a) Admission under this sub-heading is subject to conditions to be stipulated by the competent authorities.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Global quota for bananas

THE FRENCH *Journal Officiel* of November 19, announced the extension of the quota for the import of bananas (Tariff heading 08.01 ex B) originating in all foreign countries of the convertible franc zone, or imported from a member country of the Organization for Economic Co-operation and Development (see *Board of Trade Journal* of November 8, page 1053).

Application for import licences, on form AC, may be submitted to the Ministère des Finances et des Affaires Economiques, Direction des Relations Economiques Extérieures, Service des Autorisation Commerciales (Importations), 8, rue de la Tour-des-Dames, Paris, from November 19, onwards, when they will be examined as and when they are received.

Part of the quota will be reserved for importers who effected imports under the previous quota arrangements published in the *Board of Trade Journal*, November 8, page 1053. These importers should attach a copy of their import licence bearing a diagonal green stripe to their application.

Other importers may apply for import licences up to a limit of 50 metric tons – which must be cleared before December 15 – if they wish to obtain renewal of their licence for an identical amount.

Licences will be valid up to December 31, only; this limited period of validity will be indicated on the licence.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

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Tea and tropical hardwoods - suspension of import duties

THE *Board of Trade Journal* of September 20, page 653, contained the text of the arrangement between the United Kingdom and the European Economic Community for the simultaneous suspension of import duties on tea and tropical hardwoods for the period January 1, 1964, until December 31, 1965. The *Journal Officiel des Communautes Europeennes* dated November 11, contains the texts of Decisions taken by the Council of the EEC in respect of the arrangement to suspend the Common Tariff for the products concerned and applying the terms of the suspension to the tariffs of all Member States for the period in question.

Rules of competition

THE *Journal Officiel des Communautes Europeennes* of November 7, contained the text of a Regulation adopted by the Council of the European Economic Community to extend the time-limit, for notification by firms of agreements which may contain illegal clauses which should be modified or adjusted and which are, theoretically, subject to the optional notification. The time limit has been extended from January 1, 1964, as laid down in Article 7 of Regulation No. 17 to January 1, 1967. An unofficial translation of Regulation No. 17, the first implementing regulation pursuant to Articles 85 and 86 of the Treaty of Rome was published in the *Board of Trade Journal* of March 9, 1962 (page 514). Other references to the rules of competition of the Community have appeared in the issues of the *Journal* dated May 25, 1962 (page 1121), June 15, 1962 (page 1322), July 13, 1962 (page 95), October 19, 1962 (page 811), November 23, 1962 (page 1090), January 4, 1963 (page 52), January 11, 1963 (page 120), January 18, 1963 (page 176), July 26, 1963 (page 220), and August 30, 1963 (page 484).

The following is an unofficial translation of the present Regulation. Attention is drawn to the fact that the only authentic text is that issued in the languages of the European Economic Community.

Council Regulation No. 118/63/EEC of November 5, 1963.
Modifying the provisions of Regulations No. 17.

THE COUNCIL OF THE EUROPEAN ECONOMIC COMMUNITY

Having regard to the Treaty establishing the European Economic Community and of Article 87 in particular.

Having regard to the Commission's proposal,

Having regard to the opinion of the European Parliament,

Having regard to the opinion of the Economic and Social Committee,

Whereas by virtue of Article 7 of the Council's Regulation No. 17, the prohibition provided under Article 85 paragraph 1 of the Treaty is applicable only for the period stipulated by the Commission to agreements, decisions and concerted practices existing at the date of entry into force of the regulation, if they are notified to the Commission within the prescribed periods and if the enterprises and associations of enterprises concerned terminate or modify them in the appropriate way; whereas the provision applies likewise to agreements, decisions and concerted practices existing at the date of entry into force of the Regulation and coming within the categories referred to in Article 4 paragraph 2, thereof, provided these are notified before January 1, 1964;

Whereas the necessary modifications to these agreements, decisions and concerted practices can be more precisely determined when the examination of a certain number of agreements, decisions and concerted practices already notified to the Commission has made it possible to define more exactly the applicability of Article 85 of the Treaty, and accordingly an extension of the time limit, which is at present fixed at December 31, 1963, by Article 7, paragraph 2 is indicated;

And whereas such an extension does not prevent action against infringements of Article 85 of the Treaty under Article 9 paragraph 2 of Regulation No. 17, nor prevent those of the agreements, decisions and concerted practices referred to in paragraph 2 which particularly affect the development of the common market from being made subject to notification whenever appropriate, under Article 22 of that regulation,

HAS ADOPTED THE PRESENT REGULATION:

Article 1.

At Article 7 paragraph 2 of Regulation No. 17, the words 'before January 1, 1964' are replaced by the words 'before January 1, 1967'.

Article 2.

The present Regulation enters into force on the day following its publication in the *Journal Officiel des Communautes Europeennes.*

The present Regulation shall be binding in every respect and directly enforceable in all Member States.

Done at Brussels, November 5, 1963.

FINLAND

Revenue duties on cars

THE FINNISH GOVERNMENT have renewed for a year the law on taxation of car imports.

From January 1, 1964, the revenue duties, which are calculated on the cost, insurance and freight duty paid value, will be according to the following scale. The duties operative until December 31, 1963, are shown in brackets.

C.i.f. duty paid value 3,000 Finnmarks or less – 35 per cent (40 per cent)

C.i.f. duty paid value between 3,000 and 6,000 Finnmarks – 50 per cent (60 per cent)

C.i.f duty paid value between 6,000 and 9,000 Finnmarks – 65 per cent (75 per cent)

Ci.f. duty paid value over 9,000 Finnmarks – 80 per cent (90 per cent)

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E.49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 461, 458 or 459.)

IRISH REPUBLIC

Import quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Acts, 1934 to 1963, for the period December 1, 1963 to November 30, 1964.

Goods	Quota	Quota No.
Certain electric filament lamps	110,000 articles	31
Certain woven cotton piece-goods	2,970,000 square yards	45

VENEZUELA

Alcoholic beverages

THE BRITISH EMBASSY in Venezuela reports that in accordance with the powers conferred by Article 255 of the Regulations of the Organic Law of Liquor Revenue, the Ministry of Finance has issued Resolution No. 2848 stating that for the application of Articles 182, 183 and 185 of the above-mentioned Regulations (see extracts below) the period between October 31 of this year and January 31, 1964, is allowed in order that the following requirements may be carried out:

1. That jars, carafes, bottles and other similar containers which contain alcoholic beverages of foreign or national origin with the exception of beer, are protected by a cap of adequate material which must be fixed to the opening of the container, on which the name of the manufacturer or the importer of the beverages must appear and the signs and brands which distinguish the types.

2. That the importers of alcoholic beverages state their name on the labels or engravings on the containers which contain beverages of foreign origin, and

3. That the labels or engravings on containers containing national beverages are stamped in letters not smaller than 4mm., plainly visible, the phrase 'Hecho en Venezuela' (Made in Venezuela).

Extracts from the Regulations of the Organic Law of Liquor Revenue

Article 182. Flasks, carafes, bottles or other similar containers, which contain foreign or imported liquors, except beer, must be protected with a capsule of adequate material adhering to the mouth of the container, so that the container cannot be opened without breaking the capsule, and also by the band and other guaranteeing devices which shall be supplied by the Ministry of Finance in accordance with No. 1 of Article 9 of the Law, put on in the same way. In the said capsules the name of the manufacturer or importer of the liquors, according to the case, and the marks distinguishing the goods, must appear.

Article 183. In the labels or stamps of the containers of home-produced or imported alcoholic beverages, the following details

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,, (Airport)	Queen's Building,	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
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must appear in Spanish: class of product, Ministry of Health registration number, alcoholic strength in centesimal degrees, capacity of container in litres or fractions thereof, name of manufacturer or importer, marks or signs which distinguish the beverage and any other requirement made obligatory by the regulations on the subject. Traditional names, such as brandy, whisky, cognac, and the name of the manufacturer, may appear without translation.

Article 185. The labels or imprints of the containers of alcoholic beverages (national) must have the words 'Hecho en Venezuela' (Made in Venezuela) stamped on them, in plainly visible letters, each letter not less than 4 millimetres in size.

In the case of the re-bottling in Venezuela of imported beverages, this circumstance must be mentioned, using the words 'reenvasado en Venezuela' (re-bottled in Venezuela), in the same form as mentioned in the first part of this Article.

JAMAICA

Customs tariff changes

THE CUSTOMS TARIFF (Amendment) (No. 5) Resolution 1963, amends the First Schedule to the Customs Tariff (Revision) Resolution 1954, by deleting Items 851-02, 851-03.1 and 851-03.9 and substituting the following:

Item No.	Class or Description of Goods	Unit		Rate of Duty	
		For Classification	For Duty	Preferential Tariff	General Tariff
				£ s. d.	£ s. d.
	Footwear, wholly or mainly of leather (not including slippers and house footwear):				
851-02.1	For men and boys .	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair
851-02.2	For women and girls .	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair
851-02.31	For infants (sizes 0-6, and of a type which the Collector General is satisfied cannot be obtained from a local manufacturer) . .	pair	value	15%	25% plus 3s. 6d. per pair
851-02.32	For infants (other sizes) . . .	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair
	Footwear, wholly or chiefly of textile materials with rubber soles (not including slippers and house footwear):				
851-03.11	For adults, boys and girls . . .	pair	value	15% plus 1s. per pair	25% plus 2s. per pair
851-03.12	For infants (sizes 0-6, and of a type which the Collector General is satisfied cannot be obtained from a local manufacturer) . .	pair	value	15%	25% plus 1s. per pair
851-03.13	For infants (other sizes) . . .	pair	value	15% plus 1s. per pair	25% plus 2s. per pair
	Footwear, wholly or chiefly of textile materials with soles other than rubber soles (not including slippers and house footwear):				
851-03.91	For adults, boys and girls . . .	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair
851-03.92	For infants (sizes 0-6, and of a type which the Collector General is satisfied cannot be obtained from a local manufacturer) . .	pair	value	15%	25% plus 3s. 6d. per pair
851-03.93	For infants (other sizes) . . .	pair	value	15% plus 4s. per pair	25% plus 7s. 6d. per pair

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757 Ext. 471).

Import licensing arrangements

THE LIST OF exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further

amended by the *deletion* of item 23 and the *substitution* therefor of:

23. Footwear and Footwear Uppers (including semi-manufactured items such as rubber thongs and leather cloth in sheets and strips or otherwise).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

BARBADOS

Import control on live poultry

THE FOLLOWING item has been added to the list of goods which require specific licences when imported into Barbados (see *Board of Trade Journal* of May 5, 1960, page 1125):

Poultry live.

Inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471)

CHILE

Amendments to Import List

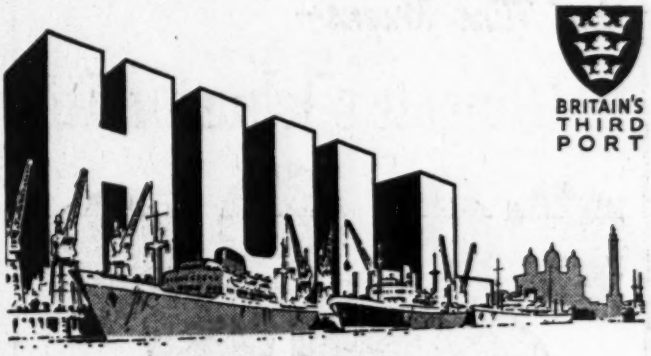
THE FOLLOWING AMENDMENTS should be made to Chile's List of Permitted Imports. The List was first published in the *Board of Trade Journal* of July 6, 1962, page 50, and amendments have appeared frequently in subsequent issues:

Section	Group	Item	Percentage of Surcharge	Category of Deposit
V	28	Crude oil of vegetable origin for making edible oils	—	B
VIII	37	Synthetic fibre yarns, based on continuous polyester and polyacrylate filaments	50	C
IX	45/53	Amend the item: Celluloid in sheets of 1·8 to 8 mm. thickness for making spectacle frames to read: Celluloid in sheets of 1·5 to 8 mm. thickness for making spectacle frames	1	A
	46	Cyclophosphamide, tablets and ampoules in bulk	5	A
IX	46	Amend the item: Vinylic ether for anaesthesia to read: Ether for anaesthesia	5	A
X	57/58	Valves for liquid gas	100	B
	57/58	Hurricane lamps and their spare parts	50	B
	57/58	Materials for making utensils for liquid gas, nickel discs, special packings for resisting heat and liquids, bi-metal springs for safety valves	5	B
	57/58	Insert new items: Parts for manufacturing stapling machines for office use, without paint or nickel plating, with anti-rust protection: Only the following items: Body assembly, staple carrier, spot welding assembly, catch cover, staple carrier covers, plungers with head and straight blades for staple, double anvil, feeder, staple remover, hinge bracket; and bare bases for stapling machines	10	B
XIII	72	Insert new item: Vulcanized rubber sheets of a maximum width of 1 mm. for the manufacture of rubber yarn	Not yet fixed	C
XI	61	Cranes with telescopic towers	1	B
	61	Safety helmets with insulating resistance of 15,000 volts or over	100	B
XIII	76	Scientific, technical and cultural books	—	A
	77	Other weapons and ammunition	200	C
	81	Under item 'Sports goods, fishing' eliminate hooks	50	D

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.



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AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER AND PAPERBOARD:		
Otherwise classifiable under Tariff Item 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5), viz.:		
Sensitized cheque, in which no sensitizing agents were added to the 'furnish'	335 (A) (1) (e)	Free
Otherwise classifiable under Tariff Item 335 (D) (3) or (4), viz.:		
Cloth centred	335 (D) (1) (b)	Free
PAPER:		
Otherwise classifiable under Tariff Item 336 (E) (2) (e) or 336 (E) (5):		
For use in wrapping fruit, under security	336 (E) (1)	Free
PIPES AND TUBES (non-metallic) for use for electrical insulating purposes, under security and of the following composition:		
Vulcanized fibre	449 (A) (1)	Free

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER AND PAPERBOARD, otherwise classifiable under Tariff Item 335 (G), but not under paragraph (2) or (3) of that item:		
Not exceeding 205 grammes per square metre:		
Sensitized cheque paper, in which the sensitizing agents were added to the pulp during the process of manufacture of the paper	335 (G) (4) or (G) (5) or (G) (6) or (G) (7)	Various

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Decisions on tariff classifications

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
MATTRESSES:		
Air:		
Of P.V.C. sheeting	368 (A) (4) (f)	30% *ad val.*
Of rubber sheet	332 (A)	17½% *ad val.* Primage duty 5% *ad val.*
Of waterproof textile material	122 (A)	20% *ad val.* Primage duty 5% *ad val.*
METALS, NON-FERROUS:		
Aluminium and aluminium alloys:		
Waste and scrap:		
Secondary aluminium and aluminium alloy, being merely scrap melted into ingot form for convenience of transport and requiring remelting and refining before use – as scrap	139 (A) (3)	Free
NOTE: These ingots shall contain more than 2·5% alloy by weight. All imports are to be sampled and analyzed. In the event the alloy content is less than 2·5% classification shall be under Item 139 (A) (1). Subject to there being more than 2·5% alloy, importers shall satisfy the Collector the ingots are to be remelted and pure aluminium or alloy added to produce a melt of definite composition failing which classification shall be under Item 139 (A) (2).		

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **aluminium and aluminium alloy waste and scrap.** (Tariff Item 139(A)(3)).

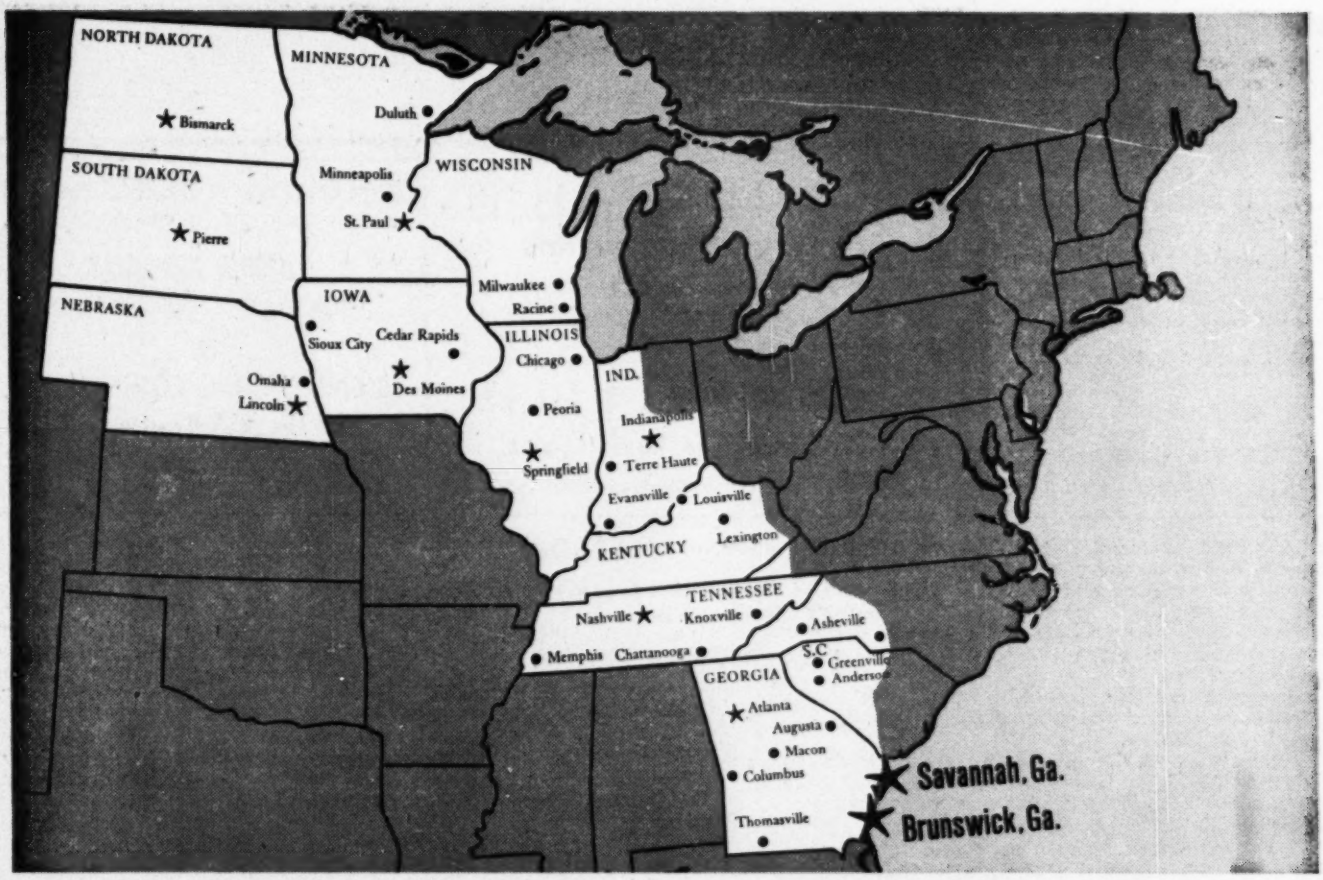
Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
139	ALUMINIUM AND ALLOYS in chief part by weight of aluminium, but not including alloys containing more than 10 per cent by weight of iron or more than 10 per cent by weight on nickel:			
	(A) Unwrought: waste and scrap:			
	(3) Waste and scrap *ad val.*	Free	7½%	7½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **December 17.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting referenece No. C.R.E. 14542/63.

Special Advisory Authority inquiry result

A NOTICE WAS published in the *Board of Trade Journal* on November 1 (page 994) to the effect that a reference had been



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made to the Australian Special Advisory Authority in respect of: **aluminium and aluminium alloy waste and scrap.**

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations temporary quantitative import restrictions have been imposed on an administrative basis on aluminum and aluminium alloy waste and scrap, classifiable under Tariff Item 139(A)(3).

Dross will be freely licensed but other waste and scrap will be licensed on a quota basis, based on imports in the three years ended June 1963.

These restrictions do not apply to goods in transit on, or before October 24, 1963.

Further details will be published as soon as possible.

NEW ZEALAND

Import Licensing Schedule 1963/64

A SUMMARY of the 1963/64 New Zealand Import Licensing Schedule was given in the *Board of Trade Journal*, April 5, 1963, page 803. The New Zealand Customs Department have now announced further amendments to this Schedule. These amendments, together with the original Schedule, are now available for inspection at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469). The main changes are as follows:

1. FUSES – ITEM CODE 72.12
Consideration will be given to applications under Item Code 72.12 (allocation – 100 per cent 1962/63 licences) from normal and regular importers of fuses, for licences to import porcelain enamel rewireable fuses, up to 30 amp./250 V. supply that conform with British Standard Specification No. 3036/1958 or the Standard Association of Australia No. C.135.
2. TEXTILE FABRICS FOR FOOTWEAR MANUFACTURER – ITEM CODE 65-15
Textile fabrics, whether combined or uncombined and regardless of tariff classification, may be admitted under licences for Textile fabrics, etc., Item Code 65.14 (allocation 'A'–allows issue of additional licences against actual need as demonstrated by sales or usage in manufacture by the licence holder), when declared:
(a) By a footwear manufacturer for use by him only in making footwear: or
(b) By an importer that they will be sold only to footwear manufacturers for making footwear.
3. SPEEDOMETER AND CONTROL CABLES FOR MACHINES
Speedometer and control cables (e.g. brake cable, throttle cable, etc.) may be imported, irrespective of tariff classification, under import licences for spare and service parts of the machines for which they are to be used, e.g. motor vehicles, motor cycles, mopeds, cycles, etc.
4. 'COMBINATION TRIM' – ITEM CODE 65.27
Licences issued under Item Code 65.29 (embroidery in piece, lace, etc., allocation – 100 per cent 1962/63 licences) are available for imports of combination trim classed under Item Code 65.27 (narrow woven fabrics, allocation 100 per cent 1962/63 licences).
5. FISHING TACKLE BOXES – ITEM CODE 83.02
Fishing tackle boxes, Item Code 83.02 (allocation 'D' – licences issued only in the most exceptional circumstances) may be imported under licences issued for fishing tackle, Item Code 89.29 (allocation – 100 per cent 1962/63 licences).
6. GARMENTS SUITED FOR INFANTS UP TO THE AGE OF TWO YEARS – ITEM CODE 84.02
A revised list of garments approved by the Minister for admission under Item Code 84.02 – Clothing and other articles suited for wear by babies and infants – is now available for inspection at the above address.

CEYLON

Import quotas - 1963

THE TRADE COMMISSIONER in Colombo has forwarded a copy of Public Notice No. 2 issued by the Ceylon Controller of Imports and Exports on November 8, 1963. In it is listed the names of firms in Ceylon and details of their import allocations by commodity groups for the year 1963.

Further information about this notice may be obtained from Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2798).

Shipyard Equipment for West Germany

The main section of a large plate cleaning machine made by Spencer & Halstead Ltd., Ossett, Yorks, being loaded for shipment recently to the Kieler Howaldtswerke shipyard, West Germany. The plant is to be used for cleaning ships' plates of up to three metres wide.

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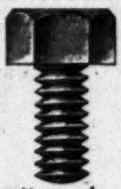

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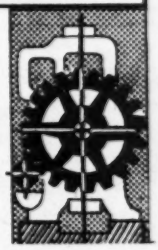

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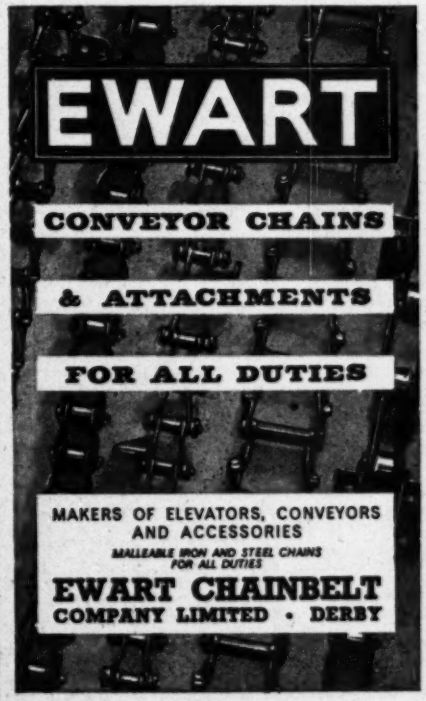

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77E	Purchase Tax – Exports.
106	Temporary exportation of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
427	Declaration of value on Customs export documents.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing).

*Notice to Exporters – Exchange Control (issued by H.M. Treasury).
*Also obtainable from any bank.

DRAWBACK

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
220	Drawback on silk and man-made fibres.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under The Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Business names registered (A)	1 Feb. 1963
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By industry – provisional (Q)	13 Sept. 1963
– final (Q)	11 Oct. 1963
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Income and finance (Q)	1 Nov. 1963
New companies registered (M)	This week
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Board of Trade Regional Organization	8 Nov. 1963
ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	1 Nov. 1963
U.S. Consular Offices in the U.K.	21 July 1961

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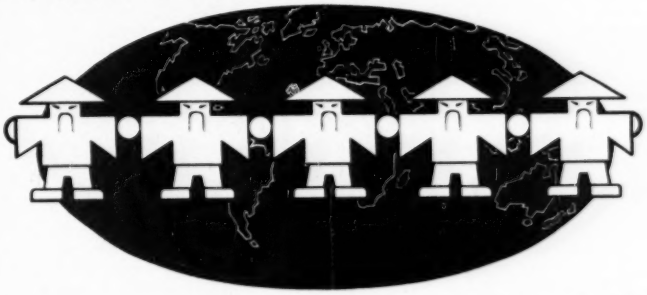

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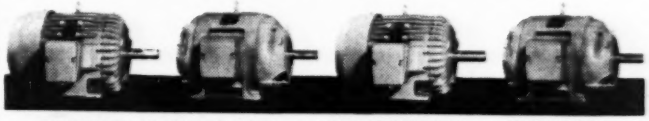

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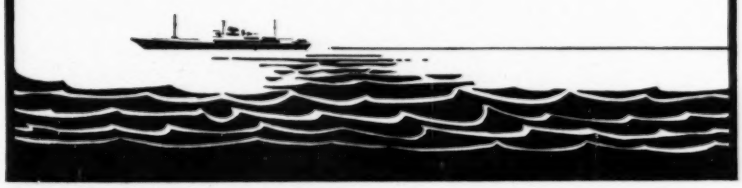

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